



*National Waste &  
Recycling Association's*

**SERVICE  
PACKET**

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Dear Industry Leader,

I am excited that you are considering membership in the National Waste & Recycling Association (NWRA). NWRA is the voice of the nation's waste and recycling industry, and we take great pride in representing the people and companies that do the difficult job of collecting and managing waste and recycling every day. Across the nation, we are there on the frontlines ensuring the industry's needs are addressed.

There are two primary reasons to join your industry's trade association:

The first is to shape the future of your business by taking an active role in effecting public policy. Laws and regulations are being considered at this very minute that can have a significant impact on your bottom line. Legislators listen to informed constituents.

Secondly, there is a long list of direct benefits available to your business. We enable numerous educational and networking opportunities, provide you with access to valuable discounts on relevant products and services, supply you with useful publications, and keep you informed about significant industry events and threats. These direct benefits may even pay for your membership dues.

Associations are a driving force behind the strength of all industry sectors, and the only way we can strengthen our industry as a whole is through your committed participation. We are asking that you join and become actively involved.

If you are not yet convinced that your membership dollars are worth the cost, please consider the safety of your employees. They are our most important asset, and we at NWRA take their well-being seriously. Our safety programs address the trouble spots throughout the waste sector, and our expert staff work diligently to ensure we give you the resources to send everyone home safely.

We look forward to welcoming you aboard, and please reach out to me anytime with questions or suggestions. My cell phone number is 202-701-3865.

Warmest regards,

A handwritten signature in black ink that reads 'Darrell K. Smith'. The signature is written in a cursive, flowing style.

Darrell K. Smith,  
PhD President & CEO

### About NWRA- NWRA's Mission

NWRA's mission is to help members to run their business more efficiently, protect the environment, provide service to customers, and keep employees safe. NWRA has new leadership, new energy, and a new commitment to provide the highest level of customer service in a way that every member will prosper.

### Invest in the Growth and Profitability of Your Company

#### *Join NWRA Today*

The National Waste & Recycling Association (NWRA) is proud to represent the private-sector segment of the waste and recycling industry. NWRA is a national organization that advocates on all issues of importance to its member companies as they provide safe, economically sustainable and environmentally sound services to communities in all 50 states and the District of Columbia. NWRA represents nearly 700 members that are a mix of local, regional, family-owned, private and public national and international companies. NWRA members:



- Collect, process and manage trash, recyclables, organics and medical waste
- Operate and manage landfills in compliance with all state and federal laws
- Manage and service truck fleets and collection vehicles
- Design, manufacture, sell, and service equipment and supplies
- Provide engineering, consulting and legal services

*Participate in an association that is working to protect the industry, your business and your customers.*

### Advocacy

**Raise your voice, take a stand.** NWRA advocates/lobbies on the issues that have an impact on a member's bottom line at the federal, state and local level. Legislative alerts, position papers, tool kits, and economic data will also equip members to take their message directly to legislators and local officials. This combination of professional lobbying experience and an expansive grassroots network allows NWRA to be successful wherever there is an issue of importance to a member's business.



### Join a Chapter - The Centerpiece of NWRA's Advocacy Success

There is an old adage in the waste and recycling business that all garbage (and recycling) is local. The key to NWRA's advocacy success has been the strong state chapter network composed of business leaders, industry insiders and public policy experts. NWRA has chapters in 29 states and New York City and maintains close working relationships with associations in four additional states. By joining the national association, a member automatically becomes a member of the chapter in every state in which they do business.

## Advocacy

### *The Future of Our Industry Depends on It*

As a sector that generates **\$90 billion in revenue annually and supports 415,000 jobs nationwide**, it is important for the waste and recycling industry to be represented with one strong, unified voice. With legislative and regulatory challenges consistently facing the industry, it is important that members take an active role in shaping the regulations and laws that will impact the industry for years to come.

## Professionals

NWRA employs dozens of professional staffers and contracted lobbyists across the nation to make sure lawmakers at the local, state, and federal levels know what issues are important to the waste industry.



## Local and State Advocacy

Garbage and recycling is local, and the key to successful advocacy is a strong state chapter network. NWRA's professional staff manages chapters across the U.S. composed of member company representatives, business leaders, industry insiders, and public policy experts.

Chapters are an opportunity for NWRA member companies to take action on legislative and regulatory activity and to form positions on complex issues affecting the industry. ***The industry stands taller and its voice louder when chapter members stand together under the umbrella of NWRA and take their message to the state house and city hall.*** Chapters also provide a forum for professional education, networking and current events discussion. When a company joins NWRA, their employees can participate in chapters in any state in which they do business.

In addition to chapter work, NWRA's professional staff monitors issues in non-chapter states and engages industry leaders on issues of importance.

**Grassroots:** NWRA members form a grassroots network of thousands of industry advocates and partners across the country.

**Legislative Alerts:** NWRA members receive alerts when local, state and federal action is being considered. Sophisticated software combined with a field network of professionals ensures that members know when legislation threatens their business.

**Information and Data:** NWRA members have access to tool kits and industry data to help frame and support industry messages for legislators, local officials and the press.

## Federal Advocacy

NWRA's federal program hosts periodic fly-ins in Washington D.C. for members. This is an opportunity to bring their message directly to the members of Congress and staff that shape and influence policy affecting the waste and recycling industry.

**Know Your Lawmakers:** In public policy, relationships are everything. NWRA has strong relationships at every level of government and can help expand member networks so that they are lobbying effectively.

**Government Relations Committee:** All member companies can participate in the work of the Government Relations Committee, which provides direction and feedback to the public policy actions of the Association.

## Legislative Victories (States)

- The Georgia Chapter **defeated** a bill in 2017 that would have **increased tipping fees** statewide by two dollars a ton.
- The North Carolina Chapter was **successful in moving legislation that preempts municipalities from instituting flow control**; that is, directing collected waste and recycling to specific facilities. The bills were vetoed by the Governor, but the chapter worked with the legislature to have the vetoes overridden.
- The Texas Chapter **defeated a measure that would have imposed a two-year moratorium on the issuance of any solid waste permits.**
- NWRA has been the champion of **Slow Down to Get Around legislation** in a number of states. The new laws require drivers to slow down and use extra caution when approaching waste collection vehicles when they are on their collection routes. So far, SDTGA has passed in 16 states and seven more have the bills under consideration in 2018.
- NWRA has been **successful in promoting hauler displacement legislation** in Arizona, Kansas, Kentucky, and Texas. In those states, private sector waste collection contracts are protected whenever a municipality is successful in the annexation of property where the contracts exist.
- The Kentucky Chapter **was successful in getting a new law enacted that changes the methodology in how landfill properties are accessed** for tax purposes. This law has saved landfill owners thousands of dollar in tax payments.



## Legislative Victories (Federal)

- NWRA worked with Congressional leaders on the **first significant rewrite of the tax code since 1986**. On behalf of the industry, NWRA worked with a number of other business organizations to lower the corporate tax rate to 21 percent and the “pass through” rate for sole proprietorships, partnerships, LLCs, and subchapter S businesses to 20 percent. A number of other tax breaks for the purchase of new equipment and supplies were also retained.
- NWRA is fighting for **additional federal resources for state and local job training programs to address the chronic shortage of drivers, welders and mechanics**. Association members spoke with members of the House Education and Workforce Committee about the difficulty in finding qualified workers in their communities. On June 22, 2017, the House approved HR 2353, a bill that creates greater flexibility for state and local agencies to distribute federal job training funds based on the needs of each community. The Senate is currently drafting its own version.
- NWRA worked with a number of business groups in support of HR 3441, **a bill that reversed a 2015 decision by the National Labor Relations Board (NLRB) that redefined what it means to be a “joint employer.”** The bill states that a joint employer relationship can be found only when the business has “direct and immediate” control over the circumstances of employment. The bill passed the House by a vote 242-181.
- NWRA has successfully led the charge in opposition to S. 746, **a bill that would allow states to place restrictions or impose fees on the transfer of interstate waste.** If enacted, this bill would create serious logistical problems and increase costs for any private sector haulers who collect waste and recyclables in one state and transfer the material to another state for processing. The bill has been assigned to the Senate Committee on the Environment and Public Works, but has not been scheduled for hearings.



## **NWRA's Committees**

NWRA's committees support a member's business interests and assists with employee development. Committees provide guidance to the Association and the industry as a whole. NWRA is the voice of the waste and recycling industry with the support of its committees.

### **Safety**

Promotes and educates safety throughout the waste industry through various initiatives.

### **Women's Council**

A professional development, mentoring and fundraising group that furthers the industry through academic scholarships available only to NWRA member company's employees and their dependents.

### **Landfill Institute (LFI)**

A public policy, advocacy and education group whose members are owners and operators of landfills, consultants, engineers, and attorneys providing services to landfills.

### **Government Affairs**

Provides direction and feedback to the public policy actions of the Association.

### **Communications**

Oversees relevant information provided to members, the media, and communities.

### **ANSI**

Oversees the criteria and acts as the Secretariat for the American National Standards Institute Accredited Standards Committee Z245 on Equipment Technology and Operations for Wastes and Recyclable Materials.

### **Recycling**

Addresses common issues such as material collection, processing, marketing and sustainability.

### **Future Industry Leaders Alliance (FILA)**

Provides education, networking and mentoring to prepare for executive advancement and professional leadership. Open to industry professionals 45 years or younger.

### **Healthcare Waste Institute (HWI)**

Facilitates responsible healthcare waste management from all types of generators and serves as the resource network for technical and regulatory assistance.

### **Education**

Develops sessions and recruits speakers for association meetings and events.

### **Membership**

Develops the association member base through recruitment and new programs.

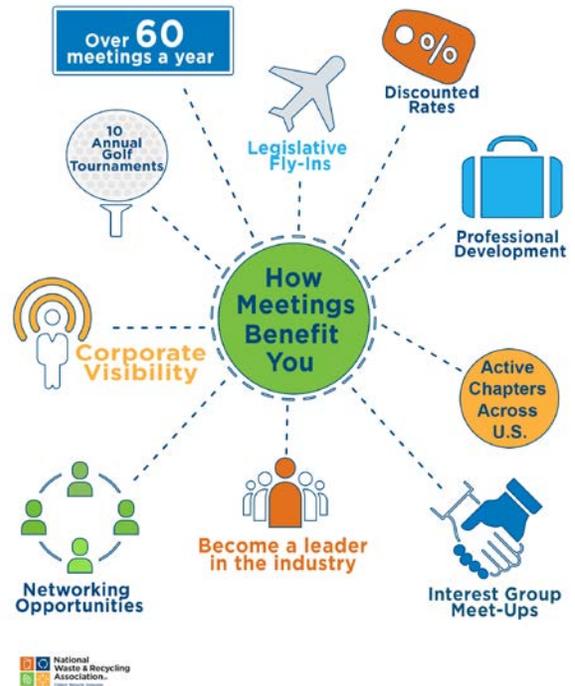
### **Statistics**

Oversees the data collection and reporting of manufacturer and equipment sales data.

**NWRA Events:**

***We've Got Something for Everyone.***

With over 60 conferences and events each year, NWRA provides numerous opportunities for networking, business development, sharing of information, and shaping policy. These events include national and regional conferences, legislative fly-ins, state chapter meetings, interest groups activities, and more than 10 golfing events that occur both at the national and chapter level. By participating in NWRA events, members have access to industry-wide knowledge, safety practices and technical innovations to help improve their companies' efficiency and bottom-line performance.



## Safety Programs

Safety is a core value in the waste and recycling industry. NWRA's focus is to build sustainable prevention measures, engagement processes and a stronger safety culture throughout the industry. The Association aims to improve safety nationwide through the following strategic initiatives:

- Develop sustainable processes to continuously improve the industry's ranking in dangerous occupation lists.
- Participate in coalitions that will significantly reduce distracted driving.
- Leverage collaborative efforts that promote safety through benchmarking and education.



### Promoting Safety Through Education

Education, the exchange of best practices and joint efforts with industry partners are at the core of NWRA's safety efforts. This is manifested through the following programs:

#### Safety Stand Downs

Safety Stand Down campaigns are week-long initiatives that focus on a distinctive safety topic. All member companies are encouraged to participate in the Safety Stand Downs. During the campaigns, NWRA works with other organizations, membership associations, government agencies, and local communities to raise awareness throughout the industry about these safety issues. Members receive valuable resources to educate and train employees on the topics.

#### Safety Professional Development Series

Safety Professional Development events take place throughout the nation. The half-day events are free to members, and focus on hazards that have a significant impact on employee safety, risk management, regulatory compliance and organizational safety culture.

#### Slow Down to Get Around

Slow Down to Get Around (SDTGA) is NWRA's national safety campaign that urges motorists to drive more carefully when near waste and recycling collection vehicles. Many times the campaigns result in state legislation that converts to a law protecting members' employees.

#### American National Standards Institute (ANSI)

NWRA is the secretariat for ANSI Z245 standards, the national industry standards for waste and recycling equipment, facilities, and operations. ANSI Z245 committees work on requirements for the design, manufacture, installation, modification, servicing, maintenance, and use of equipment and systems used to collect, contain, transport, store, process, recycle, treat, and dispose of solid wastes and recyclable materials, and the operations of facilities and activities in which these equipment and technologies are incorporated.





## Communications Tools Available to Members

NWRA offers to its members various communications tools and media for their internal and external use. Its social media activity promotes articles and often features members companies or their employees.

### We prepare:

#### Issue Briefs

Issue briefs are designed to explain issues and positions important to the waste and recycling industry. Members can share them with influencers and decision makers including the media.



#### Infographics

Infographics are used to more easily explain information with images than with words. Infographics are used to support press releases, issue briefs and media outreach. Members are welcome to re-use these infographics in their communications.



#### Press Releases

Press releases disseminate important news and information from the association to the media .



#### Social Media

Social Media is an important tool NWRA uses to amplify its story. Twitter, Facebook, and LinkedIn platforms extend these stories beyond traditional channels. NWRA encourages its members to engage with the association through social media for the latest information from NWRA.

NWRA issues the latest news and information about the industry to its members to help them make important business decisions. Members receive regular communications including:

#### Weekly Review

The Weekly Review is a recap of important industry news and information, including media articles where members and NWRA staff are quoted.



#### Safety Monday

Each Safety Monday contains tools and tips to keep employees safe on the job. It is published in English and Spanish.



#### Member Spotlight

One member is featured in the weekly Member Spotlight, highlighting describing the services or products they provide.



## Awards

### *Industry Awards Program*

Since 1974, the industry awards program has celebrated the innovation and achievements of the waste and recycling industry. The awards cover a breadth of topics and recognize leaders in various roles of the industry. All award winners are honored at the NWRA Awards Breakfast held at WasteExpo, which is attended by over 800 industry professionals.



### **Driver of the Year**

Each year, NWRA recognizes the best drivers in the industry. Drivers from the private and public sectors involved in solid waste hauling and/or recycling services can be nominated. Drivers must be a full-time employee at the time of nomination, winner selection, and award presentation. Winners have an exceptional safety record and commitment to community involvement.



### **Operator of the Year**

The Operator of the Year Award recognizes the safest, most industrious post-collection worker from a MRF, landfill, or transfer station. Operators working heavy equipment in post-collection for a MRF, landfill, or transfer station in the United States may be nominated. Heavy equipment includes bulldozers, front end loaders, compactors, etc.



### **Hall of Fame**

Hall of Fame Inductees are industry visionaries that have created an enduring legacy through their leadership. This is the waste and recycling industry's premier award. Nominees are selected based on their enduring legacy, steadfast values, inspirational leadership, and active industry engagement.

### **Member of the Year**

These members are recognized for their extraordinary service to the mission and goals of the Association and the industry over a 12-month period.

### **Distinguished Service**

These longstanding members of the Association have rendered service in pursuit of its mission and goals over a period of time, generally spanning a number of years.

### **Chapter Leadership Award**

These members made contributions to a chapter that were particularly meritorious over a period of time.

### **Recycling Awards**

The Recycling Awards honor the best in the recycling industry. The six trophies are presented at NWRA's Executive Leadership Round-Table. The current award categories are:

**Sustainability Partnership Game Changer, Recycling Facility of the Year, Best Recycling Public Education, Program, Construction & Demolition Debris Recycler of the Year, Innovator of the Year, Organics Recycler of the Year**



## NWRA Education

The National Waste & Recycling Association is the go-to resource for cutting-edge education and professional development. Whether online or in-person, NWRA provides training opportunities for professionals to remain current on trends and changes in the industry. An array of topics are offered, including recycling, safety, fleet management, and emerging technology. Previous education sessions include:

- **The How, What and Why of Setting Sustainability Goals**
- **The Future of Smart Trucks**
- **Leadership Tips from Industry Icons**
- **Big Data & Smart Waste**
- **What's Happening? Hear About the Latest Industry Trends**

NWRA often sources speakers for educational sessions from its membership base. This provides individuals from member companies the opportunity to become a leading voice in the industry.

### **Webinars – No Cost to Members**

Don't have time to leave the office? NWRA makes it easy to develop members' knowledge and skills at the comfort of their own computer. Offering regular webinars throughout the year, members have access to leading experts on a wide range of waste and recycling topics. The webinars are also an efficient and cost-conscious method to develop teams and departments.

### **Landfill Certification**

NWRA's Certified Landfill Manager (CLM) program is designed for landfill managers and operators. The program's administering partner, LaBella Associates (formerly Joyce Engineering), has been nationally recognized by The International Association for Continuing Education and Training (IACET) with the prestigious Authorized Provider accreditation. Upon obtaining the CLM credential, operators, managers and other solid waste professionals will know how to apply industry best practices for:

- **The necessary characteristics, design, permitting and equipment requirements of landfills**
- **Landfill safety**
- **Landfill construction and surveying practices**
- **Landfill monitoring systems**
- **and more...**

The CLM courses are held regionally throughout the year.



## E-Store

The NWRA online store provides convenient access to NWRA publications and other resources. NWRA members receive discounted rates on all items.

### ANSI Standards

Individual standards or the entire series of the *ANSI Accredited Standards Committee Z245, Equipment Technology and Operations for Wastes and Recyclable Materials*, may be purchased.



### Safety Manual

*The Manual of Recommended*

Safety Practices, developed by a team of respected industry safety professionals, helps safety practitioners and operations managers handle the most significant safety challenges facing waste and recycling service companies.



### Safety Guide

This in-field reference for Drivers and Helpers was written by NWRA's Safety Committee. It serves to demonstrate how to safely operate the waste collection vehicles and their associated equipment. The guide can be customized with a company logo for an additional cost; bulk rates apply.



### Training Media

Coaching the Refuse Truck Driver II is a driver safety-training program exclusively for the solid waste service industry. The course goes beyond the basics of handling a refuse vehicle and teaches practical and safe driving techniques in various traffic conditions.



### NWRA Decals

These decals show that the manufacturer of compactors and balers has met the guidelines set forth in the Baler and Compactors Ratings Guide published by NWRA. These ratings allow comparisons between equipment using a standardized formula to determine the different attributes of the equipment.





1550 Crystal Drive, Suite 804  
Arlington, VA 22202  
T 202.244.4700  
F 202.966.4824

## Membership Application for Service Providers

The National Waste & Recycling Association represents for-profit companies that provide solid and medical waste collection, recycling, and disposal services, as well as companies that provide professional services to the waste industry so they can get the information they need to be safer, smarter and stronger.

### Provide Your Company Information

Company Name: \_\_\_\_\_

Division/Subsidiary of: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Toll Free: \_\_\_\_\_ Fax: \_\_\_\_\_

General E-mail: \_\_\_\_\_ Website Address: \_\_\_\_\_

Primary Contact: \_\_\_\_\_ Title: \_\_\_\_\_

E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell: \_\_\_\_\_

By providing phone and fax numbers, and email address, the individual or business agrees to receive association information from the Association.

Signature: \_\_\_\_\_

### What is your primary business:

\_\_\_\_\_

### Select your type(s) of operations:

#### Waste/Recycling Collection

- C&D
- Healthcare
- MSW
- Recyclables

#### Facilities

- C&D - MRF
- Composting
- Healthcare Waste Treatment
- Landfill - C&D
- Landfill - MSW
- MSW - MRF
- Recycling End-User
- Transfer Station

#### Professional Services

- Civil/Env. Engineering
- Financial
- Insurance
- Legal/Govt. Affairs
- Other \_\_\_\_\_

### List the state(s) where your company operates:

\_\_\_\_\_  
\_\_\_\_\_

### Let us know how you heard about NWRA:

\_\_\_\_\_



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F 202.966.4824

### WasteExpo

Are you exhibiting at WasteExpo?      Yes      No

If you are, what name are you exhibiting under? \_\_\_\_\_

Booth number: \_\_\_\_\_      Booth size: \_\_\_\_\_

### Please list your contacts.

Take full advantage of what we offer by ensuring that all of the appropriate people from your company receive important updates and information that affect them.

	Name	Office Phone	Cell Phone	Email
Primary Contact	_____	_____	_____	_____
Executive Contact	_____	_____	_____	_____
Billing Contact	_____	_____	_____	_____
Safety Contact	_____	_____	_____	_____
Contact	_____	_____	_____	_____
Contact	_____	_____	_____	_____
Contact	_____	_____	_____	_____

### Dues Schedule

To determine your dues payment, please check the chart below to find your company's **gross annual revenues in the waste and recycling industry from the last calendar year**. Please circle your category. The annual membership year is January 1 through December 31. An additional \$600 payment is required for Healthcare Waste Institute participation by haulers and facility owners.

Revenue in Millions	Annual Dues	Revenue in Millions	Annual Dues	Revenue in Millions	Annual Dues
Less than 2	\$990	10 and over/less than 17	\$6,750	100 and over/less than 150	\$25,880
2 and over/less than 3	\$1,360	17 and over/less than 23	\$10,020	150 and over/less than 200	\$30,850
3 and over/less than 6	\$2,710	23 and over/less than 50	\$13,400	200 and over/less than 300	\$36,530
6 and over/less than 10	\$4,050	50 and over/less than 100	\$20,040	300 and over/less than 400	\$48,710

### Payment Information

For security reasons, we are unable to accept credit card information on this printed form. Please contact us by phone (202-364-3716) to pay by credit card. You may also use a credit card with the online application.

**Tax Information:** Membership dues are deductible as a business expense but not as a charitable contribution. NWRA's federal tax ID is 36-6161231.

**To pay by ACH:**  
ABA #: 021052053  
UPIC/Acct #: 69260697  
Please make sure to note your company name in the transaction notes.

**To pay by check, mail to:**  
National Waste & Recycling Association  
Dues Payment  
1550 Crystal Drive, Suite 804  
Arlington, VA 22202

**Please email your completed application to [membership@wasterecycling.org](mailto:membership@wasterecycling.org)**