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### How Did We Get Here?

#### Mel in Boulder, CO

- Catalyst: Universal Zero Waste Ordinance
- Where Two Are Gathered....
- Accepted materials, messaging, and training

BUT: No Unified Campaign/Lack of Resources

#### Meanwhile....in NC:

- Catalyst: National Sword
- LGs statewide were meeting/MRFsheds
- Asking for a BIG Campaign (signage, facts, press info, brochures, print ads, etc.)
- And: we had the resources! Long-term network, DEACS, previous campaigns, grants



### Why America's recycling industry is in the dumps Who Killed Recycling?

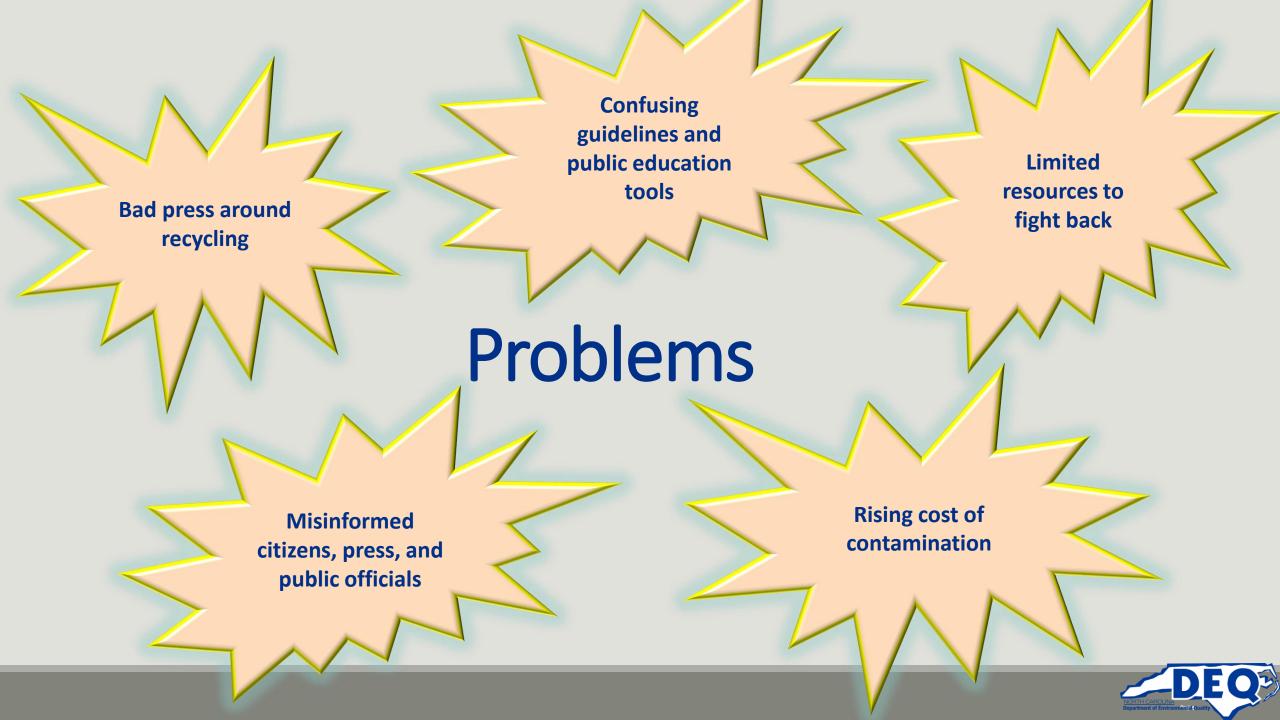
### Is this the end of recycling?

recyclables after China bans imports

### As Costs Skyrocket, More 'Moment of reckoning': US cities burn U.S. Cities Stop Recycling

Your Recycling Gets Recycled, Right? Maybe, or Maybe Not





# What is Recycle Right NC?

- 10-week statewide anticontamination campaign for local governments to execute culminating on ARD
- Educating the public about contamination and how to recycle right
- Counteracting the relentless stream of negative press around recycling



### What are the goals of the campaign?

- To promote a unified message to bring contamination down, reducing costs for LGs
- To ensure that EVERY LG in the state knows/has access to these resources
- To encourage positive recycling messaging right in time for America Recycles
   Day
- To encourage LGs to network within their MRFsheds and offer assistance if needed
- To spread the word about local government outreach strategies that are working
- For MRFs, LGs, and haulers in the state to post clear accepted materials signage on their websites



# Campaign Includes

- POST: MRF-approved accepted materials list
- PRINT: Press releases, op ed, proclamation and print ad to counter the news
- MAIL: Brochures, inserts and postcards
- TRAIN: Get Cart Smart, Know Your No's
- INFORM: Defending Recycling/Glass,
   Talking Points, Fact Sheet
- INFLUENCE: 4 social media toolkits to combat contamination
- **IMPLEMENT:** An execution strategy/30 minutes or less per week for 10 weeks
- OPT IN or OUT For Each



### What works to reduce contamination?

- Clear messaging
- Consistent educator and public training
- Repetition
- Unification
- Coming at citizens from every angle, through every available medium



### The Journey: 14 MRFS and 14 Signs





# We NEED Them

- Which MRF?
- Compare to local list
- Spreadsheet to save time
- MRF Approval/Confusion







# MRF Signage Differences

#### **NO DIFFERENCES:**

- Foothills
- TFC
- North Davidson
- Waste Management
- American
- ECVC
- Republic Conover

#### **SMALL DIFFERENCES:**

- Person County (omitted cartons from Yes)
- Curbie (omitted aerosol from No)
- Sonoco (added clamshells and chip cans to Yes)
- RDS (added pizza boxes to No; removed tubs from Yes)
- Republic Greensboro (removed images of caps/lids; omitted cartons from Yes; omitted scrap metal from No)

#### **NO GLASS:**

- Pratt
- Benfield

### Do We Keep Taking It?

- Will your MRF still accept it?
- Does you MRF want it?

Will it confuse the public?

- Does the public want to recycle it?
- What are your neighbors doing?
- Can you move in a direction together?



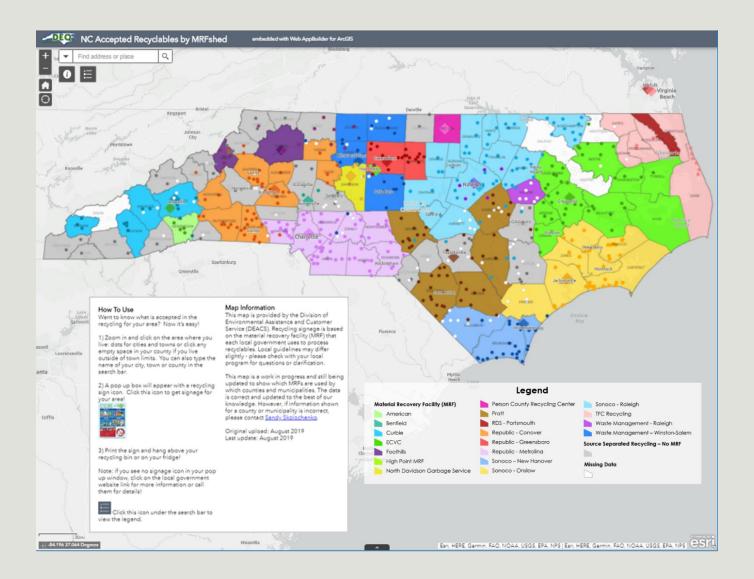
# You Need Them

- LGs see their MRFshed
- Public find their signage and their LG recycling link
- Make It Visual





### MRFshed Map





### Bad Online Guidelines

- Too many words/too long
- No pictures
- No clear demarcation of yes's and no's

Paperboard is most commonly used in boxes for cereals, facial tissue, crackers, cake and cookie mixes, etc. It has a thinner, single-layer structure. See the list below for more examples.

- · Cereal/cracker and similar boxes
- · Gift, shoe, and tissue boxes
- · Paper egg cartons NO Styrofoam®
- · Hanging file folders
- Paper tubes (cores in toilet paper, paper towels, etc.)
- · Paper six- and twelve-pack cartons

#### MAGAZINES, CATALOGS, BROCHURES, AND JUNK MAIL

#### **PHONE BOOKS**

#### OTHER ACCEPTABLE MATERIALS

- · Aluminum cans
- Steel cans, tin cans, including empty aerosol cans
- · Pie pans
- · Clean balled foil
- Glass bottles
- Glass jars all colors

- · Paper milk cartons (no foil pouches or straws)
- · Juice boxes (no straws)
- · Plastic bottles and jugs (#1 through 7) caps OK!
- Plastic tubs and screw top jars (#1 through 7)
- Metal jar lids and steel bottle caps



### **Good Guidelines**



- Strong images
- Exact images
- Less words
- Consistency with neighbors/MRFshed
- Small Accepted List
- Clear, bigger No List
- No jargon
- 4 commodities
- POST IT!



### Retool Your Tools

- Direct mailers
  - Brochures
  - Inserts
  - Postcards













### CUSTOMIZED DIRECT MAILERS



### Get the Message Out

#### In print

- Press releases
- Letter to the Editor/Op Ed
- Proclamation
- Print Ad

#### In person

Facts and Handouts

#### **Social Media**

Toolkits





### In Print



## PECYCLE RIGHT FOR A GREENER STATE

Don't trash recycling — it's expensive! Unwanted materials can ruin a collection of recyclables or shut down the recycling equipment. By following these tips to improve the value of recycling, you help secure the 17,000 recycling jobs currently in North Carolina, save landfill space and conserve natural resources!

#### **CLEAN, DRY AND EMPTY**

Food, liquid and trash can soil the good stuff. Place food waste in your compost or trash bin. Don't recycle containers with food and liquid in them.





#### **NO TANGLERS**

Electrical cords, hoses, wire hangers, holiday lights or similar stringy items tangle up the recycling equipment.

#### **NO PLASTIC BAGS**

Don't bag your recyclables — keep them loose and free! Return clean, dry plastic bags, wraps and packaging to your local retailer or grocery store.



CONTACT YOUR LOCAL PROGRAM FOR MORE ON RECYCLING RIGHT!



### In Person -Facts for Press, Elected Officials, and the Public





#### **DEFENDING GLASS RECYCLING**

WHAT THE ELECTED OFFICIAL MAY SAY:

WHAT THE PUBLIC MAY HEAR
"My glass can't be recycled."



THE FACTS/A BETTER MESSAGE: End markets for recycled glass exist and have existed ver 100 years. Recycled glass is processed into furnace-ready glass material called "cullet", h is used to manufacture new glass containers or fiberglass insulation. The use of cullet during manufacturing results in energy swings and reduction in CC, emissions, it also helps displace the need for virgin materials. In both of these markets, demand for recycled content exceed current supply recovered from the recycleng stream. Needled gloss is also used in other markets including highway reflective boad, commercial filtration and more. Over 3 million tons

#### WHAT THE ELECTED OFFICIAL MAY SAY:

re value of glass has gone down."





Inc. PALI 3A DOI: 10 MicSANUX. College is valuable and occor of beinging on in the landfil. Class is been one of the most stable commodice ower the last flav years. Class is seen one of the most stable commodice ower the last flav years. Class is seen one of the most stable commodice ower the last flav years. Class is considered with the proper process or coupring in a flavor of the most proper process. Which hard spales value, it is our segons billy to reduce wasts in the last place in the most process pack in process pack in the last package in the most process package process pack in the process of the most package in the most package in the most package in the process package

#### WHAT THE ELECTED OFFICIAL MAY SAY:

"Whywereweshipping to China in the first place? That doesn't sound sustainable or environmentally responsible!"



THE FACTS/A BETTER MESSAGE: Class has never been sent to China. Class continues to be recycled 100% domestically in the U.S. Recycling in America's complex and each region has it's own set of mallenges, but the recycling story of glass has always been a great one. Class supports U.S. manufacturing joes, local economy and creates environmental benefits.

#### Recycle Right NC Factsheet

#### Recycling: By the Numbers

- in FY2017-18. North Carolina resolled 545-282 tons of traditional revolables (bottles cans cardhoard paner) through local government programs. That equates to 105 pounds recycled per person.
- As of March 2019, one ton of single-stream (mixed) recycling is worth \$49.43. The average landfill disposal tipping fee costs \$43.30 per ton.
- . North Carolina is home to more than 670 recycling companies employing more than 16,700 people with an average hourly wage of \$19.64 and estimated annual payroll of \$664 million.
- . North Carolina is home to more than 50 manufacturers that rely on recycled material for feedstock to make new products. These companies employ more than 14,000 workers with total annual sales of more than \$4
- . Recyclers are investing in upgrades and equipment to expand processing capacity. Seventeen companies were awarded a total of \$511,000 in Recycling Business Development Grants in 2019, spurring an additional private investment of \$1.3 million, creating 38 jobs and expected to divert an additional 8.1 million tons from landfill
- The Division of Environmental Assistance and Customer Service (DEACS) in the Department of Environmental Quality actively works with the Economic Development Partnership of North Carolina to recruit and grow recycling industry businesses.
- Domestic demand for recycled material is growing. Investments are being made by American, Chinese and other international companies, but building new facilities takes time. Recent announcements include Polywood, a manufacturer that recycles plastic milk jugs into durable outdoor furniture, began operations at a new production campus in Roxboro, N.C. in early 2019. The company is investing \$35.3 million into the facility, expects to create 384 jobs and will consume up to 40 million pounds of recycled plastic each year.

  Nationwide, 16 paper mills have announced plans for construction, expansion or conversion to use
- recycled cardboard and mixed paper. These announcements reflect an investment of more than \$1 billion, and include projects in the southeast states of Kentucky, Virginia and South Carolina.

#### True Costs of Recycling

- · A local government recycling program is a service provided to residents and customers. That service has an associated cost, just like other services (trash pickup, utilities).
- There has always been a cost to process recyclables, but it used to be offset by the revenue generated from the sales of recyclables. With current market conditions, the average value of one ton of mixed recyclables is \$43 and the cost to process is \$70. Recycling now comes at a cost, just like landfilling and all other solid waste management options. Reducing levels of contamination lowers the cost of recycling.
- Quotes from Will Sagar, Southeast Recycling Development Council: "Recycling is not free, Rather it's an investment in significant job creation. Materials lost to disposal will never add to the state's economic strength. Recycling in communities should be considered a
- valuable public service, just like schools, highways and utilities." "The immediate cost of capturing recycling may not be as cheap as just sending it to a landfill, but the

long-term economic benefits of the material to the economy far outweigh the costs to collect and process. The benefits are clear."



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#### **DON'T TANGLE OR CONTAMINATE**



#### **DEFENDING RECYCLING**

state jobs, and reclaim resources that would otherwise go to waste.

WHAT THE ELECTED OFFICIAL MAY SAY:





THE FACTS/A BETTER MESSAGE: Beginning with Senate Bill 111 in 1989 and in subsequen

HIL PALIDA'R BLITEM MESSABLE: Beginning with Senate BIIT I'm 1999 and in subsequent legislation, the North Carolina General Assembly settlished disposal bins on a vide range of materials, including plastic bottles and automature care, which make up a large segment of the order of the properties of t

#### WHAT THE ELECTED OFFICIAL MAY SAY:

WHAT THE PUBLIC MAY HEAR

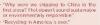
hought I wanted to recycle, but now I am not so sure. Maybe recycling is a waste



THE FACTS/A BETTER MESSAGE: Americans love to recycle and love the convenience of single stream. Your residents demand this service. However, this is more than a service that the public demands. It is our responsibility to reduce water in the landful, reduce generations gas emissions, care for our environment, protect public health, support flustry, develope domestic markets and in-

WHAT THE ELECTED OFFICIAL MAY SAY:

WHAT THE PUBLIC MAY HEAR



THE FACTS/A BETTER MESSAGE: We do have markets for recycling in America. American markets The second secon for decades and send even less recycling overseus. When markets recover and commodity prices increase, we will keep more money in our state and waste fewer resources with transport.



# In Person – Training Handouts















#### **ACCEPTED MATERIALS**

The N.C. Division of Environmental Assistance and Customer Service (DEACS) has developed Accepted Materials to encourage recycling and reduce contamination by clearly identifying the items accepted by most recycling programs statewide. The social media posts below coordinate with the Recycle Right NC information campaign materials designed for use by local recycling programs and private recycling collectors.

#### Together, we can recycle more and recycle better. #RecycleRightNC

#### TEXT FOR FACEBOOK AND TWITTER CAPTION hose recyclables loose and free in the curbside Hotel Williams

Bagging your recyclables Time to quit When plastic bags enter the recycling stem, they tengle the ears and shut down the orting machines. So leave



inse and remove any pumps When in doubt, throw it ou lastics can be recycled? ow you know - bottles ibs, jugs, and jars are what to put in the recyclin:





PLASTIC

retal belongs in the ecycling bin, right? Only if it is a CAN. Don't be pted to put pots and oans, hangers and other metal items in the curbsidecycling bin. Take hem to the scrop metal cliection at your recycling #RecycleRightNC



recyclable? Bottles and iars. However drinking glasses, glass dishes and Pyrex are made o withstand pigh mperatures and aren't ecyclable. Neither are nizrors or window alass glass items to a thrift store #RecycleRightNC



Most paper can be ewspaper and mapazines usiness card goes in the rash - so does wrapping paper or paper lined with plastic/foil. Paper owels and tissues belong in the compost. When in doubt, throw it out! #RecycleRightNC



Anyone who sorts ecycling will tell you en in doubt, throw i out! That to-do contains overed in food doesn't selong in your bin and contaminates other cyclables. You are our first sorter, so recycle right #RecycleRightNC





Social Media Guide for Common Recycling Questions

The N.C. Division of Environmental Assistance and Customer Service (DEACS) has developed Get Cart Smart to encourage accurate recycling by answering the public's most frequent questions about what to put in the bin and why. The social media posts below coordinate with the Recycle Right NC information campaign materials designed for use by local recycling programs and private recycling collectors.

#### Together, we can recycle more and recycle better. #RecycleRightNC

#### TEXT FOR FACEBOOK AND TWITTER onfused about which SMAR stics can be recycled? aw you know ottles, tubs, jugs and ars are what to put in he recycling bin. When n doubt, throw it out! #RecycleRightNC

Bottles and jars

GET CART SMART

SMART SMART

IT'S ALL ADOUT

awever drinking

glasses, glass dishes

and Pyrex are made

ska thaca i inhrokaj

to the thrift store.

RecycleRightNC

it your recycling

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he recycling bin. Take ots, pans, hangers and

ther metal items to the

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What glass is recyclable? CART emperatures and arenit

Old you know NOT to ad your recyclables then placing them in the art? Here's another tio ady: screw caps on, out toss lids in the rash. Keep recycling ight! Get Cart Smart

lost paper can be

oxes, bags, office

paper, newspapers and

nagazines. Put paper

maller than a business

ard, wrapping pape

and paper lined with

rash. Compost paper

lastic or foil in the

owels and tissues.

#RecycleRightNC



ou may already ecyclables before ossing them in the cart ut do you know which egg cartons are okay to ycle? Recycle paper igg cartons but toss urofoam and plastic ones in the trash. Keep acycling right! Get Car

#### **6 KNOW YOUR NO'S** Social Media Guide for Reducing the Top 16 Contaminants

The N.C. Division of Environmental Assistance and Customer Service (DEACS) has developed Know Your No's to reduce contamination by highlighting the 16 most problematic contaminants in the recycling bin.

The social media posts below coordinate with the Recycle Right NC information campaign materials designed for use by local recycling programs and private recycling collectors

#### Together, we can recycle more and recycle better. #RecycleRightNC





hoses, wires and string ights shut down the ecycling equipment or 30 minutes at a time? Don't tangle o contaminate. Recycle ight for our state #RecycleRightNC Tiny items can't be easily



Did you know that several



Don't toss that cup in the recycling bin! Put it in the trash. These single-use items are ofte contaminated with liquid. ven when clean, cups machinery. The lids and raws can't be sorted by the equipment either

#RecycleRightNC



elong in the recycling in, Instead, reduce your single-use! Put it the trash where it elongs. Don't tangle or ontaminate. Recycle #RecycleRightNC Paper towels, tissues and

#RecycleRightNC





The N.C. Division of Environmental Assistance and Customer Service (DEACS) has developed Republic Revealed to encourage accurate recycling by taking the mystery out of recycling. The social media posts below coordinate with the Recycle Right NC information campaign materials designed for use by local

#### Together, we can recycle more and recycle better. #RecycleRightNC

#### IMAGE AND TWITTER tonfused by recycling erms for items? Let's ear it up to clean it up! RecycleRightNC

TEXT FOR FACEBOOK

How clean should it

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cyclables or be off-

putting to the recycling

nse and pop it in the

recycling bin. If it's

caked in grime, scak

it overnight ar run it

ems made of more

an one material can't

tangle or contaminate, recycle right for our state!

be recycled. Put them

buy them at all. Don't

#RecycleRightNC

#RecycleRightNC

RECYCLING

mean a product is cyclable. It's only ccepted if your recycling center can sort that item nd if the material has market value. So forget the numbers, know this: plastic bottles, tubs, jugs and lars are recyclable. #RecycleRightNC We used to crush cans

The recycling symbol/

umber doesn't actually



and flatten cartons o make room in the ecyclina bin. Now we ave larger bins. Sorting machinery recognizes naterials by shape/ size. When you flatten that container, the equipment can't process it Let that can carton #RecycleRightNC



Don't toss that cup in the recycling bin! Put it in the trash. These singlese plastics are often ontaminated with liquid ven when clean, cups splinter in the recycling nachinery. The lids and straws can't be sorted by the equipment either. #RecycleRightNC

### SOCIAL MEDIA TOOLKITS



### Post Good Signage Online





### Retool Your Tools







## Get the Message







GLASS ---









Most paper can be recycled, including boxes, bags, office paper, newspacer and magaziner Paper smaller than a business card goes in the trash — so does wrapping











#### **DEFENDING RECYCLING**

WHAT THE ELECTED OFFICIAL MAY SAY:





THE FACTS/A BETTER MESSAGE: Beginning with Senate Bill 11 in 1989 and in subsequent legislation. The North Carolina General Assembly satisfiated disspecial bars on a wide range of hospitals of the Senate S

WHAT THE ELECTED OFFICIAL MAY SAY:

WHAT THE PUBLIC MAY HEAR "I thought I wanted to recycle, but now i am not so sure. Mayoe recycling is a waste of time, energy and money."



THE FACTS/A BETTER MESSAGE: Americans love to recycle and love the convenience of single stream. Your residents demand this service, However, this is more than a service that the public demands. It is our responsibility to readon water in the landfill, including generatious generations are artistance as for our environment, ported public health, support industry, develop domestic markets and installations to the control of the control of

WHAT THE ELECTED OFFICIAL MAY SAY:

"Why were we shipping to China in the first place? That doesn't sound sustainable or environmentally responsible."



THE FACTS/A BETTER MESSAGE: We do have markets for recycling in America. American market







# SIGN UP and You Will Get:

- #RECYCLERIGHTNC window cling and stickers
- Facebook Group Access
- Fully developed and easy-to-implement campaign/execution schedule, saving you time, money and energy
- To participate in a larger movement to save recycling and lead the nation in recycling programming and education
- To help your community decrease contamination
- Answers for residents, press, elected officials and decisionmakers, all supplied with the RIGHT recycling information
- A "Next Steps" toolkit, including:
  - more social media posts
  - a "Recycling 101" presentation for recycling educators and service providers in your MRFshed
  - and media content to highlight best practices and what worked across the state







## Next Steps





### MRF-specific Guidelines

- Start looking at your website and double checking your guidelines against ours.
- We can customize our MRF guideline signage with your logo/seal as seen here, or we can blend it with your current signage, or you can continue to use your own.
- If you decide to go with ours, consider who you need to contact within your organization to get it up on your website (ex. IT, communications dept., supervisors, etc.).





### **Retool Your Tools**

- Get your print materials (brochures, postcards) together and start thinking about what needs to be blended, updated, reprinted, etc.
- Consider your budget and if you cannot afford it right now, apply for our CWRAR grant next year!
- Consider any new materials you would like to create and let us know if we can help.

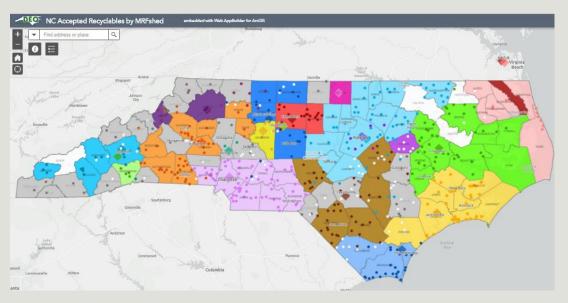






## MRFshed Networking

MRFshed: all of the communities, haulers and organizations that feed recyclables into a single material recovery facility





### MRFshed Networking

- 1. Introductions
- 2. What campaign elements are you planning to execute?
- 3. Opportunities for partnering?
- 4. Accepted Guidelines signage
  - Will your MRF still accept it?
  - Does your MRF want it?
  - Will it confuse the public?
  - Will it confuse the public:

- Does the public want to recycle it?
- What are your neighbors doing?
- Can you move in a direction together?

5. Future meetings?



### Next Steps — Dates to Know

- August 23<sup>rd</sup>: Updated DEQ and Recycle Right NC webpages live
- End of August: Campaign packet including execution schedule, navigation menu, and MRF-specific social media toolkit, brochure, and postcard sent out
- September 9<sup>th</sup>: Campaign launch
- Call us anytime!



### **DEACS Contact Info**

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