



# Recycling Works

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A cooperative effort of the N.C. Department of Environment and Natural Resources and the Economic Development Partnership of North Carolina

## Recycling Business Connections Event Draws More than 150 Participants

*by Wendy Worley, Recycling Business Development Specialist*

More than 150 recycling business representatives met on Oct. 15 at Byron's South End in Charlotte for the first-ever Recycling Business Connections networking event.

Hosted by the Carolina Recycling Association and planned in conjunction with the N.C. Recycling Business Assistance Center and the S.C. Department of Commerce, the event allowed participants the opportunity to connect with one another and build new business relationships.

The tremendous response clearly shows a demand for business-to-business networking in the recycling industry. With its diverse membership and partnership with the two state agencies, the CRA is poised to provide a forum to continue these and similar events to help recycling businesses grow and prosper.

The event was divided into two segments. The first was a facilitated networking session, designed to maximize the number of contacts with whom a business could make a connection. The fast-paced two-minute rotations allowed each participant to meet up to 30 new contacts.

*(RBC EVENT continued on page 2)*



*Participants in the fast-pasted networking session met a diversity of recycling industry representatives to help grow their businesses.*

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Susan Newman, president of New Life Plastics, was pleasantly surprised after being introduced to a food waste collector. “This Recycling Business Connections event is such a great idea,” Newman said. “As a plastics recycler, I never would have thought I’d have any connection to a food waste collector. But, after a brief conversation, it turns out we do! While collecting food waste from grocery stores for composting, he also gets plastic crates. I can recycle the plastic crates.”

Organizers of the event heard similar comments from other participants. “We are very pleased with the response,” said CRA Executive Director Diane Davis. “Our goal was to pull representatives of the recycling industry from across the two states into one room. Having a diverse group of recyclers face-to-face meant more opportunities for participants to make new business connections, find new markets, and help the recycling industry of the Carolinas grow.”



*CRA Executive Director Diane Davis thanks attendees for their participation and contributions to the industry, encouraging all to become members of CRA to support this and other future events.*

The second segment of the event provided an open networking forum that allowed participants to build on connections made earlier and to meet new, different contacts in a relaxed and informal format. Nine organizations sponsored the event, providing heavy hors d’oeuvres and drinks for all to enjoy.



*Time for open networking was also provided to participants to allow representatives to follow up on leads and meet more people in the industry.*

Sponsors included Republic Services, New River Tire Recycling, MetalTech Systems, The Association of Postconsumer Plastic Recyclers, Waste Management, Recycling Equipment Inc., Forsite Development Inc., OmniSource Southeast, Roll-Tech Molding Products LLC, and the N.C. Division of Environmental Assistance and Customer Service.

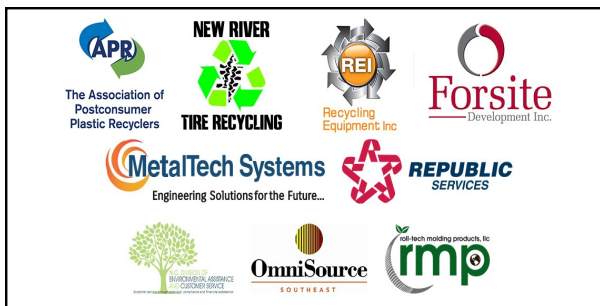
For more information, contact Wendy Worley at (919) 707-8136, or [wendy.worley@ncdenr.gov](mailto:wendy.worley@ncdenr.gov).

### Become a Member



CRA offers various membership levels according to organization size and type.

<http://www.cra-recycle.org/join/>



*Nine organizations sponsored the Recycling Business Connections Event.*

# Hatteras Recycle Celebrates Grand Opening of New Headquarters

*by Mike Greene, Recycling Business Development Specialist*

On Aug. 29, Hatteras Recycle officials hosted a building dedication for their new headquarters in Rodanthe. Owner Todd Phillips and his family were joined by local officials, the local Girl Scouts of America troop, and members of the property management community to help celebrate the grand opening.

Hatteras Recycle began offering curbside recycling service in North Carolina's Outer Banks region in 2006. With a unique business model, Hatteras Recycle serves a large number of rental properties with new residents every week. By establishing a number of partnerships with property management companies, the company developed a successful comingled recycling program serving rental properties and year-round residences on the island.

The new Hatteras Recycle facility is designed to help the company efficiently handle and transport materials for market. It features a two bay garage as well as office space to help perform day to day operations. A fully equipped repair facility is vital for companies in hurricane prone areas that can be completely cut off from the outside world if a bridge or road is washed out.

Phillips. "We have equipment in this garage that no one else on the island has."

Phillip's daughter is an active member of the Girl Scout troop that participated in the ceremony. The troop takes on different recycling projects on the island, including maintenance of a local recycling drop-off center. During the ceremony, awards were presented by the Girl Scouts to Midgett Realty and Hatteras Realty, two of the property management companies that have been partners with Hatteras Recycle.

Hatteras Recycle received Recycling Business Development grants in 2008, 2009 and 2013.

Contact Todd Phillips at (252) 987-2810, or [hatterasrecycle@aol.com](mailto:hatterasrecycle@aol.com).



*"This building has been a game changer for us", said Local officials, representatives of the property management community and members of the local Girl Scouts of America troop helped celebrate Hatteras Recycle's building dedication.*



# Green Recycling Solutions Opens C&D Recovery Facility in Maysville

by Wendy Worley, Recycling Business Development Specialist

Celebrating its grand opening on Nov. 6, Green Recycling Solutions is the first mixed construction and demolition recycling processing facility to serve counties in mid-eastern North Carolina. Located in Maysville, Green Recycling Solutions has constructed a 32,000 square foot facility equipped to process mixed C&D materials for recycling. The unique under-roof facility includes a finger screen separator, picking station, and other state-of-the-art equipment supplied by MetalTech Systems.

With 30 years of experience in the construction industry, partners James Maides and Elijah Morton teamed up to design a facility to maximize material recovery from the construction and demolition waste stream. After many years of planning and consideration, Green Recycling Solutions was born and found a home in Jones County. The company's goal is to return the valuable C&D materials back into the economy and to create local North Carolina jobs. "We are committed to turning up to 80 percent of the materials we receive into products that can be used again," said Maides. "This commitment to the environment results in less waste

sent to local landfills and returns materials back to the economy to be repurposed." Green Recycling Solutions currently plans to recycle metal, concrete, brick, wood, drywall, cardboard, roofing shingles, and carpet.

Green Recycling Solutions is expected to employ approximately 15 full-time workers. The community response has been enthusiastic. More than 80 people attended a recent job fair for the company.

Green Recycling Solutions is poised to work with various industries such as construction firms, haulers, municipalities, educational institutions and many others. Contractors who work on federal jobs at the local military bases are often required to meet certain criteria for recycling and material management under LEED (Leadership in Energy & Environmental Design). Green Recycling Solutions has invested in state-of-the-art inventory and billing software designed to produce dependable and accurate reports for customers to earn LEED points.

Green Recycling Solutions processed a total of 82 tons on the first day of operation on Nov. 20.

During the first two months of start-up, the company anticipates processing approximately 2,000 tons and increasing that amount steadily. The goal for the first year is to process 40,000 tons.

For mixed loads of debris, the company will charge \$41 per ton. For separated loads of shingles or concrete, the company will charge a reduced fee of \$20 per ton.



*The two-stage screeners are designed to maximize the recovery of recyclable materials from the mixed C&D material stream.*

([GREEN](#) continued on page 5)

*GREEN* continued from page 4



*Green Recycling Solutions' multi-station pick-line is installed under roof and has the capacity to process approximately 300 tons per day.*

In addition to the recycling facility construction and operation, the company is in the process of obtaining a permit for a C&D landfill adjacent to the recycling facility to dispose of any residual waste. The company's C&D landfill is scheduled to open in the spring of 2015.

As a locally-owned company, Green Recycling Solutions recognizes the importance of com-

munity involvement. To foster this dialog with the community, the company offers educational tours of the facility.

For more information, please contact Green Recycling Solutions Owner James Maides at (910) 938-5900 or [JamesMaides@csbenc.com](mailto:JamesMaides@csbenc.com), or visit their website at <http://www.greenrecyclingnc.com/>.



*Workers install MetalTech System's state-of-the-art material processing equipment at Green Recycling Solutions' C&D recovery facility in Maysville.*

Natural Capital Investment Fund  
*NCIF targets recycling businesses*

NCIF makes loans in the \$25,000 to \$500,000 range, primarily to expanding businesses.

Recycling businesses interested in NCIF funding should contact:

Rick Larson, Senior VP  
 rl Larson@conservationfund.org  
 (919) 951-0113

OR Anna Tefft, Senior VP and Director of Lending  
 atefft@conservationfund.org  
 336-734-6902

NCIF is an affiliate of The Conservation Fund, a national nonprofit with a unique commitment to balanced land and water conservation solutions that emphasize the integration of economic and environmental goals.




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**SCHOLARSHIPS**  
 For Recycling Entrepreneurs

Register now for the next course offerings. These exciting, business-building courses are designed to give entrepreneurs the skills needed to grow their recycling businesses.

To apply for your scholarship, call:  
 (919) 715-6516 (RBAC), or  
 (919) 715-7272 (SBTDC)

# Recycling Businesses Grow With Self-Help Loans

by *Melissa Malkin-Weber, Sustainability Director at Self-Help Credit Union*

Suburban Sanitation has grown to fill a market need in the Mecklenburg County area: recycling collection services for households in unincorporated areas not served by city curbside recycling. A business loan from the Self-Help Credit Union allowed the company to make needed repairs to its collection trucks and expand the business.

Another independent recycling business, Hatteras Recycle, benefitted from a Self-Help loan and now recycles more than five tons per day on beautiful Hatteras Island.

Self-Help Credit Union is a community lender that aims to create positive community impact with loans to businesses, nonprofits and developers, ranging from a few thousand dollars to several million dollars. With branches in com-



*Businesses like Suburban Sanitation have benefitted from loans issued by Self-Help Credit Union.*

munities across North Carolina, Self-Help provides financing to recycling businesses as part of the organization's environmental sustainability strategy. Over the years, Self-Help has invested \$10.6 million in loans to recycling businesses.

Self-Help looks for strong partners, such as the Recycling Business Assistance Center, to have impact in sectors where jobs and environmental sustainability go hand-in-hand. Partnerships with the U.S. Small Business Administration and the U.S. Department of Agriculture allow Self-Help to access federal loan guarantees to support business lending.

Self-Help Loan Officer, Jennifer Sherwin, explains: "We offer a variety of loan products for different size enterprises. We primarily finance existing businesses, but occasionally are able to accommodate small start-up loan requests."

For more information, contact Jennifer Sherwin at (919) 956-4472, [Jennifer.Sherwin@self-help.org](mailto:Jennifer.Sherwin@self-help.org) or visit <http://www.self-help.org/business/loans-credit/business-loans.html>.

**GREEN FINANCING**

♻️ **GREEN SAVINGS** ♻️

NEED MONEY?

Self-Help Lends to Recycling Companies!

Loans ranging from \$5,000 to funding for multi-million dollar projects.

Call Fred Atiemo today: 704-409-5900, ext. 5927  
or email: [fred.atiemo@self-help.org](mailto:fred.atiemo@self-help.org)

**GOT MONEY?**

Invest in a Green Certificate of Deposit at Self-Help Credit Union!

To learn about our competitive interest rates go to [www.self-help.org/rates](http://www.self-help.org/rates) or call Kristen Cox at: 919-956-4630 email: [kristen.cox@self-help.org](mailto:kristen.cox@self-help.org)



# Energy Incentive Programs May Save Recyclers Money

by Scott Mouw, Community and Business Assistance Section Chief

Recycling companies in North Carolina are encouraged to look into two programs offered by Duke Energy Progress to help implement energy savings in their operations.



The second program is focused on replacing outside lighting, again with a high potential for energy savings.

The first program offers general energy efficiency assistance for businesses. In some cases Duke Progress will pay up to 75 percent of the energy upgrades.

For more information on money and energy saving programs offered by Duke Energy Progress, visit:

<https://www.progress-energy.com/carolinas/business/save-energy-money/energy-efficiency-for-business/index.page>

**Does Your Waste Have a Home?**  
**Find one at...**

N O R T H C A R O L I N A  
**WasteTrader**

[www.ncwastetrader.org](http://www.ncwastetrader.org)  
**N.C.'s Industrial Waste Exchange**

North Carolina's marketplace for discarded or surplus materials and products.

This free, waste exchange service is designed to divert recoverable materials from disposal while providing feedstocks and supplies to potential users.

**For more information, call Tom Rhodes, 919-707-8140**

**RBAC Contacts:**

**Recycling Markets Directory**  
 Sherry Yarkosky  
 919-707-8133  
[sherry.yarkosky@ncdenr.gov](mailto:sherry.yarkosky@ncdenr.gov)


**Recycling Business Development Grants**  
 Wendy Worley  
 919-707-8136  
[wendy.worley@ncdenr.gov](mailto:wendy.worley@ncdenr.gov)

**Independent Collectors Network**  
 Mike Greene  
 919-707-8137

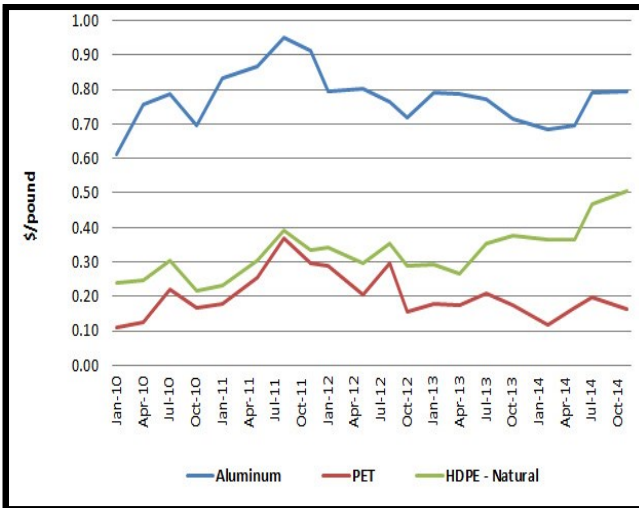
*Recycling Works* is published by the N.C. Recycling Business Assistance Center, a program of the Division of Environmental Assistance and Customer Service of the N.C. Department of Environment and Natural Resources. For more information, call 877-623-6748, or write to DEACS, 1639 Mail Service Center, Raleigh, NC 27699-1639.

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 John E. Skvarla, III, Secretary, Department of Environment and Natural Resources

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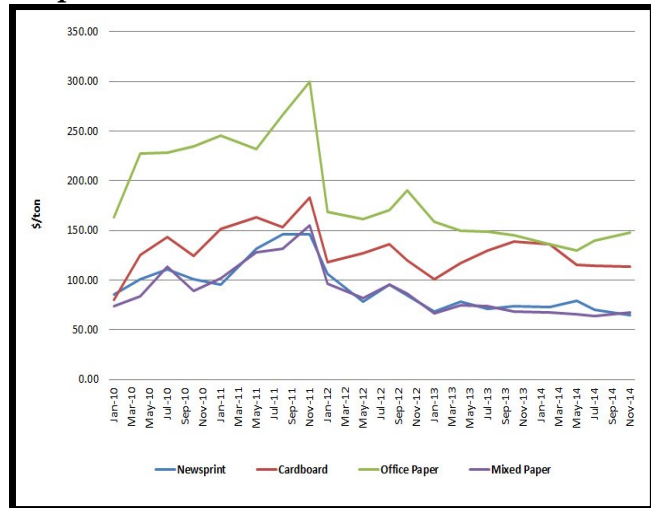


## Container Price Trends



Quarterly prices for aluminum cans (loose), PET (baled) and HDPE natural (baled) in dollars per pound.

## Paper Price Trends



Quarterly prices for newsprint, cardboard, office paper and mixed paper in dollars per ton, baled.



N.C. DIVISION OF ENVIRONMENTAL ASSISTANCE AND CUSTOMER SERVICE

The Recycling Business Assistance Center (RBAC) is a program of the N.C. Division of Environmental Assistance and Customer Service (DEACS).

Call 877-623-6748 for free technical assistance and information about preventing, reducing and recycling waste.



Visit RBAC online at

<http://portal.ncdenr.org/web/deao/rbac>

## North Carolina Market Prices for Recyclables

Prices current as of Nov. 1, 2014

Item	Western Region	Central Region	Eastern Region
<b>METALS</b>			
Aluminum Cans lb. loose	\$0.85	\$0.77	\$0.79
Steel Can, gross ton baled	\$187.50	\$110.00	\$132.27
<b>PLASTICS</b>			
PETE, lb. baled	\$0.17	\$0.16	\$0.16
HDPE, lb. baled Natural	\$0.44	\$0.44	\$0.50
Colored	\$0.29	\$0.28	\$0.30
<b>PAPER</b>			
Newsprint, ton baled	\$70.00	\$60.00	\$105.00
Corrugated, ton baled	\$109.00	\$95.00	\$116.00
Office, ton baled	\$165.00	\$145.00	\$ *
Magazines, ton baled	\$ 70.00	\$85.00	\$ *
Mixed, ton baled	\$70.00	\$55.00	\$66.00
<b>GLASS</b>			
Brown, ton crushed delivered	\$18	\$20	\$25
Clear, ton crushed delivered	\$25	\$30	\$35
Green, ton crushed delivered	\$3	\$12	\$0
Mixed, ton crushed delivered	No data	(\$20)	No data

\*Markets with Mixed Paper

Note: Prices listed above are compiled by RBAC and are for reference only. These prices are not firm quotes. RBAC obtained pricing information from processors for each category and developed a pricing range.