

## About Circular Matters

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### Who We Are

Circular Matters assists government, business, and industry clients engaged in recycling, circular economy, sustainable material management, and other end-of-life activities to define their goals and implement strategies for achieving them. Circular Matters team members each average more than 20 years' experience in the sustainable materials management arena. Our clients represent a diversity of organizations including government agencies, recycling service providers, industry associations and Fortune 500 companies.

### What We Do

Circular Matters supports clients through the following services:

- Technical services including cost modelling, recycling market development, facility waste audits, MRF efficiency audits, feasibility studies, waste stream characterization, pilot collection program design and implementation;
- Policy and strategy services to help clients assess options and position their organizations regarding product and packaging sustainability and to help achieve sustainability goals; and
- Communications and stakeholder engagement services for both internal and external audiences.

## State Government Services

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State governments are concerned with the environment, but often lack resources to plan with intention, fully consider all stakeholders, and identify and implement suitable strategies to achieve their goals. Circular Matters' deep industry experience and expertise gives us the capability to provide the following array of services to help our clients achieve their materials management and sustainability goals.

**Circular Matters helps our clients achieve their materials management and sustainability goals.**

### Sustainable Materials Management Planning and Policy Analysis

Circular Matters can help states develop sustainable materials management plans that identify clear, measurable goals and strategies for achieving them, with a focus on prioritizing materials with high energy and greenhouse gas profiles. We will work with you to develop a plan that serves as a useful, actionable roadmap, suits the needs of your state and fulfills any regulatory requirements. As part of this process we offer informative and interactive stakeholder workshops to ensure that plans consider and incorporate a broad array of perspectives and concerns.

## Recycling Market Development

Markets for recovered commodities are being negatively impacted by the China National Sword policy. The Chinese government intends to restrict importation of low-grade commodities, tighten specifications, and develop its own sources of supply to replace imports. This is especially true for pre-picked mixed rigid plastics, residential mixed paper, and plastic film. Because of the extent to which U.S.



suppliers have relied on Chinese markets, there is a market crisis prompting the need to significantly expand the use of recovered materials and products made with recycled feedstocks in North America. Circular Matters staff were involved in the initial wave of market development efforts that took place in the 1990's, and more recently for special materials like tires. We are experienced in developing strategies to expand markets to consume recovered materials – in ways that can have a positive economic impact for your state and region.

## Benchmarking and Optimization Studies

Circular Matters can benchmark materials management programs against others and develop analytics to help you gauge progress toward achieving materials management goals – including efficiency, diversion, and financial goals. Depending on client needs, this work may involve conducting field observations, developing and implementing surveys, and examining existing data. We also perform MRF efficiency studies. We conduct time-and-motion analyses to assess efficiency rates, capture rates, and purity rates to provide strategies to improve operations – resulting in cost savings and cleaner materials. We may also identify alternative commodity grades to help your facility reduce cost and/or increase revenues from the sale of materials. We can also provide cost analyses to assist in operator negotiations when changes are desired, such as adding new equipment, reducing labor costs, or modifying the list of accepted materials.

## Recycling Economic Impact Studies

Recycling is not only good for the environment, but it also brings about economic benefits. Circular Matters team members have developed economic impact studies, which can be critical information for garnering support for recycling program expenditures and supporting policies from elected officials and other decision makers.

## Funding Options/Grant Program Design

Funding recycling programs can be challenging. Circular Matters can help state governments identify funding mechanisms to support local and state programs. We can advise clients on the many funding mechanisms available, and assess their strengths and weaknesses. Additionally, Circular Matters can help states design and improve grant programs to incentivize local governments to move closer to achieving goals, while retaining flexibility for all types of communities, as well as evaluate the effectiveness of existing grant programs.



## Recycling and Sustainable Materials Management Training

Circular Matters team members have worked with many clients, including numerous state governments, to develop and implement training for recycling and sustainable materials management professionals. We can develop a comprehensive training course suitable for your state, or more specific, regional or topic-oriented training sessions that can be conducted in person or via webinar.

## Our Experience and Clients

Circular Matters team members have considerable experience in helping state government clients develop, implement and evaluate their materials management programs. Provided below is a sampling of specific projects undertaken in full or in part by Circular Matters team members for state and other government clients.

**We have deep and broad expertise that can only be gained through years of experience.**

### Sustainable Materials Management Planning

- Integrated Solid Waste Management Plan, Connecticut
- Sustainable Materials Management Plan, Tennessee
- Sustainable Materials Management Vision and Framework for Action, U.S. EPA Region 4

### Recycling Market Development

- Supply and Demand Analysis, Recycling Market Development Strategic Plan, Recycling Markets Center Business Plan, Pennsylvania
- Film and Flexible Packaging Recycling Investment Strategy, Closed Loop Foundation

- Supply and Demand Analysis, Recycling Market Development Strategic Plan, Environmentally Preferable Purchasing Guidelines, Texas
- Supply and Demand Analysis, Identification of Potential Market Development Opportunities and Barriers, Strategic Plan to Promote the Use of Recyclable Materials, Massachusetts
- Waste Tire Market Studies and Tire-Derived Business Assistance Program Support, California
- Strategy for Scrap Tires Markets Development, New York
- Facilitation of Multi-Stakeholder Dialogue for Residential Mixed Paper Markets, South Carolina
- Supply and Demand Analysis, Recycling Market Development Strategic Plan, North Carolina
- Evaluation of Recycling Market Development Program, Arizona
- Facilitation of Stakeholder Forums on Market Development, New York, Pennsylvania, Massachusetts
- Recycling Economic Impact Studies, 12 states

## **Benchmarking and Program Optimization**

- Program Benchmarking Relative to Similar Communities, Grand Forks, North Dakota
- Blue Box Program Optimization and Development of Best Practices, Ontario
- Capture Rate Studies, Various cities, nationally
- MRF Efficiency Studies, Several locations in Ohio, Pennsylvania and Ontario
- Strategy for Identifying and Growing Recovery Rate of Specific Commodities (Plastics, PET, Plastic Film, Cartons, Electronics), Throughout the U.S. and Canada
- Evaluation of Statewide Electronics Recycling Program, California
- Field Audit of Recycling Program and Development and Debrief of Programmatic Enhancements, North Carolina
- Assessment of Life Cycle Impacts Under Program Enhancement Scenarios, Oregon
- Recycling and Waste Disposal Infrastructure Study, Minnesota Pollution Control Agency
- Florida Recycling Infrastructure Study, Florida Department of Commerce



## **Policy Analysis and Feasibility Studies**

- Pay-as-you-throw feasibility studies, North Carolina, Pennsylvania, Arizona
- Audit Study to Measure Impact of Outreach Efforts, North Carolina
- Assessment of EPR Programs, U.S. and Canada
- Assessment of Advance Disposal Fees, U.S.
- Identification and Assessment of Policies in High-Performing States, U.S.
- Financial Impact of a Recycling Refund Program in Minnesota, Minnesota Pollution Control Agency

## Funding Options and Rate Studies

- Funding Options Guide, Pennsylvania
- Funding Options Analysis, Georgia, Maryland
- Sensitivity Analysis of Funding Options, Arizona
- Rate Study for Organics Management Services, Pennsylvania

## Sustainable Materials Management Guidance Documents, Training & Facilitation

- Recycling Coordinator Training (Development and Execution), South Carolina, North Carolina, Texas
- College and University Recycling Training (Development and Execution), South Carolina
- Litter Enforcement Guide, Washington, DC
- Litter Enforcement Guide, Development of Tools, and Training, Georgia
- Sustainable Funding Options for Recycling Programs Training, Pennsylvania
- Workshop on Policies that Advance Recycling, Southeast Recycling Development Council (SERDC)
- Webinars on State and Local Policies that Advance Recycling, National
- Workshop on Win/Win Contracting for Recycling Service Provision, Pennsylvania
- Public Input Session Facilitation for Plan Development, Tennessee
- Facilitation of Debriefing of New Program Implementation, North Carolina

## Contact Us

For more information or to further explore how Circular Matters can support your state in achieving its sustainable materials management goals, contact:

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