

## Q4 - 2020

### Oregon Beverage Recycling Cooperative



While Q4 closed out quite a year, it brought its own challenges and accomplishments. The resumption of returns to retailers we saw statewide in Q3 was short-lived as the state announced a second suspension in late November, again shifting increased volume to BottleDrop facilities. This second “stress test” unequivocally proved our resilience.

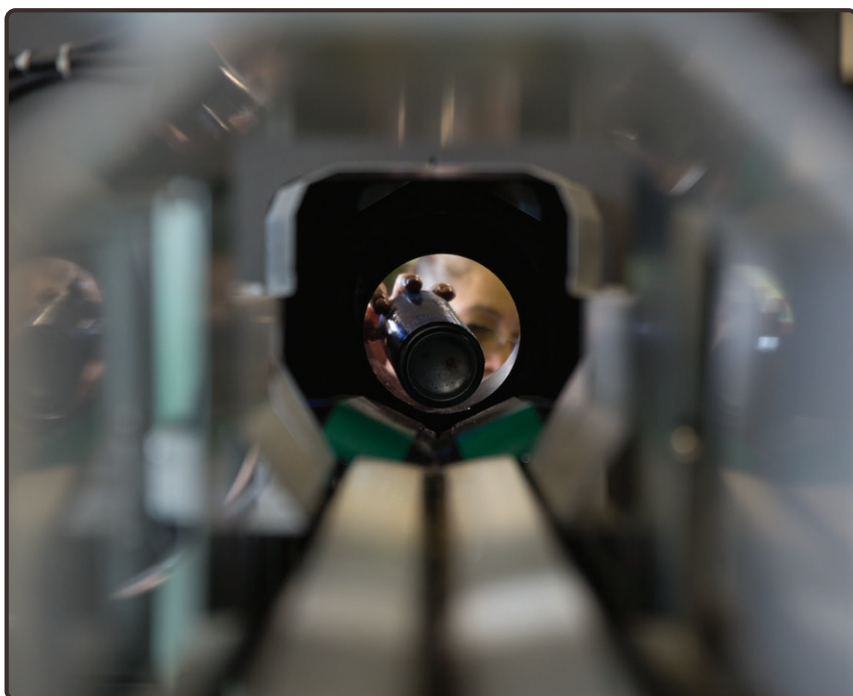
The COVID-19 precautions and facility upgrades made earlier in the year meant that our Redemption Centers ran at full capacity, and we nimbly adjusted our routes and plant processing systems to facilitate the seamless movement and recycling of materials. Gone were the long lines that formed during the spring and summer, replaced by a temporary “new normal” and shifting customer preferences.

Growth in the Green Bag program continued in Q4, an on-going trend in how containers are redeemed in Oregon. The program was also strengthened by BottleDrop’s rollout of enhanced customer account detail in Q4, which allows customers to see both when their bags are counted and how many containers are in each bag.

Finally, OBRC continued its strong community partnerships in Q4 through a record-breaking Holiday Give campaign, which helped 521 nonprofits raise over \$150,000 – a 216% increase over 2019’s Holiday Give campaign and a great way to end 2020 with a flourish!



## Quarterly Report



### OBRC Facts

*Redeemables: Aluminum, Glass, Plastic*

Containers Processed ~1.84B (2019)

Redemption Centers	25
BottleDrop Express Sites	13
Dealer Redemption Centers	26
Retail Return Sites Served	2,037
Reverse Vending Machines	717
Employees in Oregon	487
Members & Participants	232
Processing Plants	5

Clackamas, Eugene, Medford,  
Pendleton, Redmond

Operating Budget (2019) ~\$44.3M

OBRC is a not-for-profit cooperative that does not receive funding from the State of Oregon and uses ZERO (\$0) Oregon taxpayer dollars.



## Quarterly Report

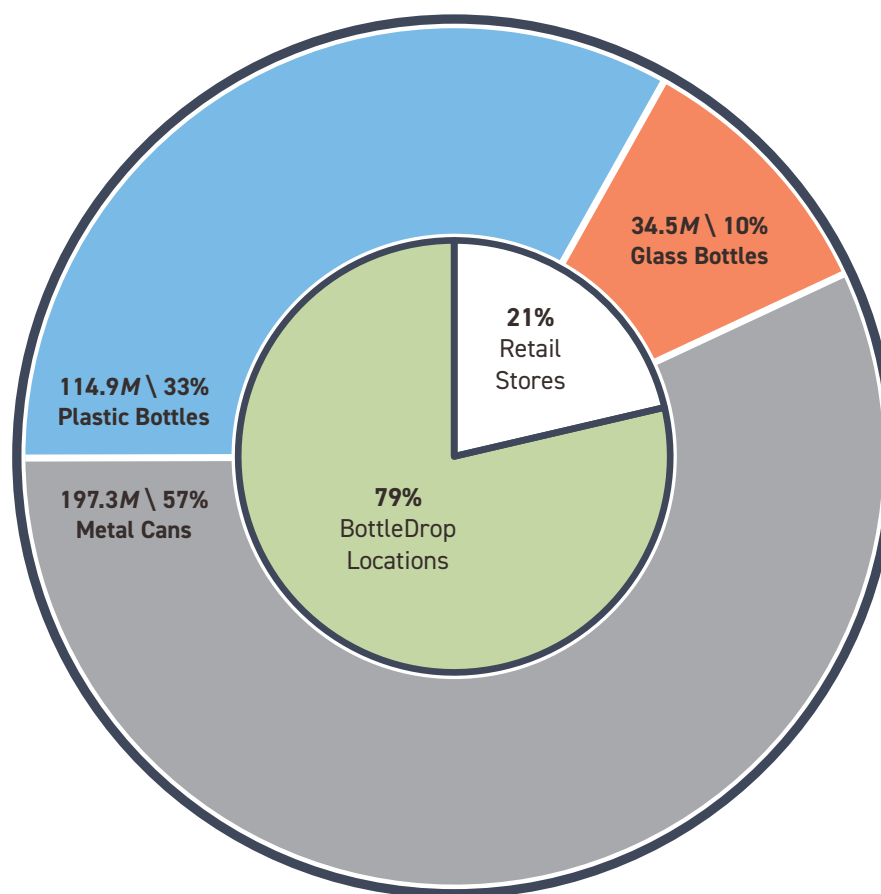


### Return Volume by Container Type (Q4 2020) + Return Location (Q4 2020)

#### BottleDrop Center Returns

Containers Redeemed Q4	346.7M
Redeemed per Day	3.77M
Redeemed per Resident	81
Green & Blue Bags Processed	2.64M

We processed an average of 28,713 Green and Blue Bags daily throughout Q4, which is 6% more per day than last quarter (Q3 2020).

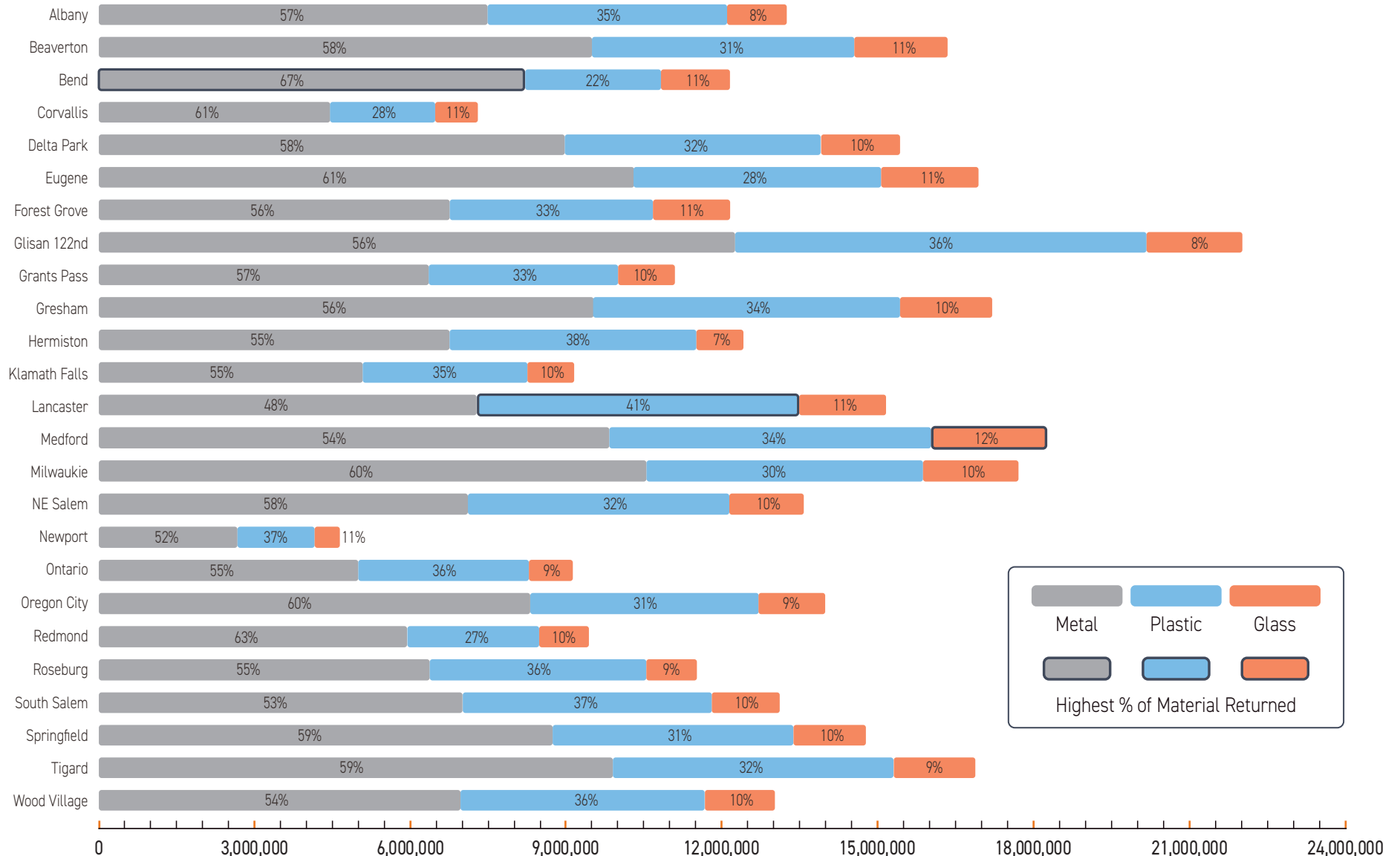




# Quarterly Report



## Q4 Return Volume by Redemption Center + Material

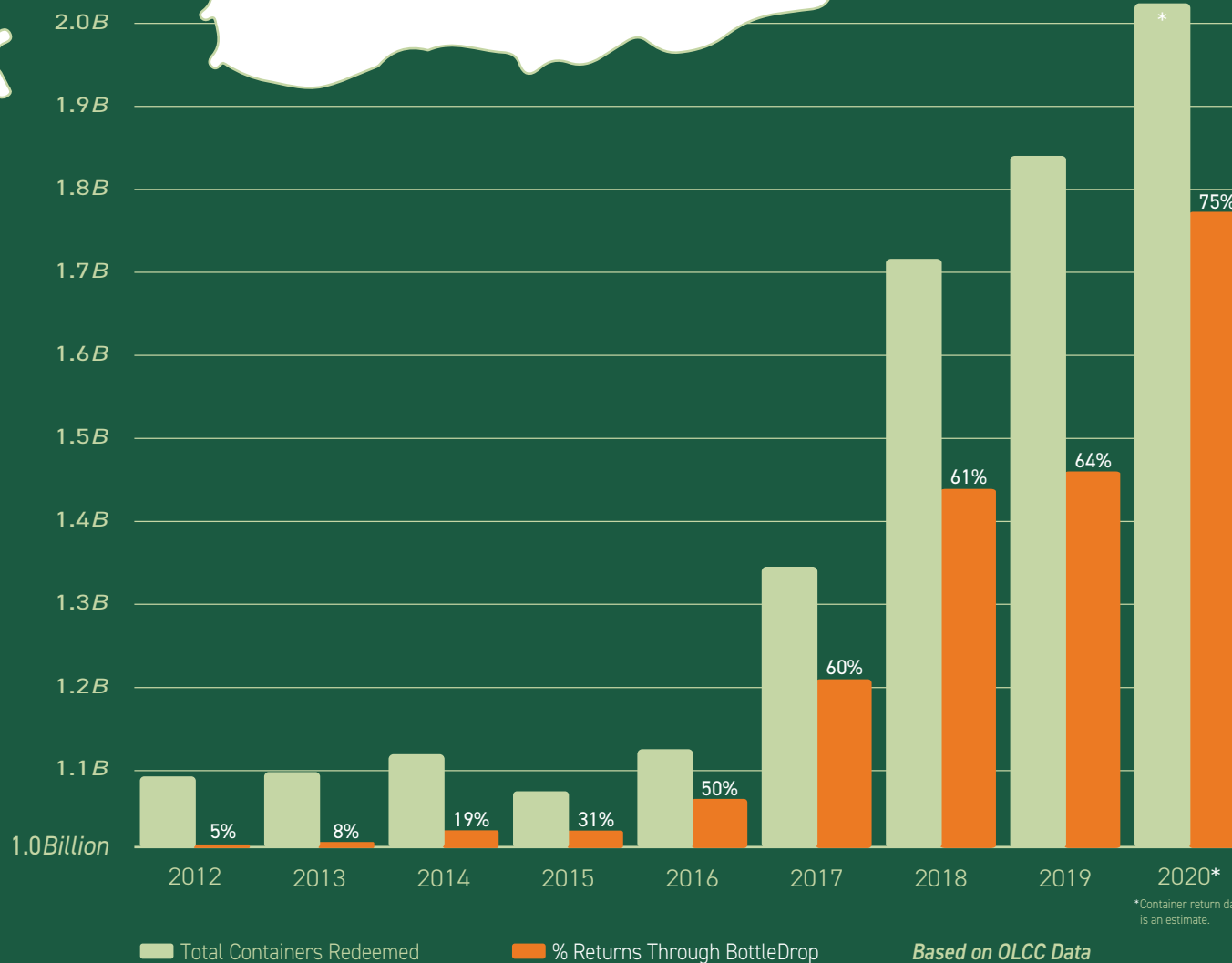




# Quarterly Report



## Container Return Volume Year-Over-Year





## Quarterly Report



### BottleDrop Accounts

<i>New accounts added daily (avg)</i>	<b>468</b>
Q4 New Accounts	43,010
Bend	1,142
Eugene	3,652
Hermiston	722
Medford	2,133
Portland	13,813
Website	21,381
Total BottleDrop Accounts	635,983



We added 71% more new accounts in Q4 2020 than we added in Q4 2019 (25,122).





## Quarterly Report



### BottleDrop Give

Total Nonprofit Fundraisers	3,995
Q4 New Give Accounts	167
Total Raised in Q4	\$1,049,897
Total Raised All Time	\$12,118,766

#### ***Holiday Give 2020***

We hosted our fourth annual Holiday Give campaign during Q4. This year's campaign included a 20% match on funds raised as well as a social media contest with prizes, the 12 Days of Give-mas. 521 nonprofits participated this year, and they returned a total of 17,320 Blue Bags and generated 104 online donations during the 2-week matching period. Including our contributions to participating organizations, we helped Oregon nonprofits raise a total of \$151,538 during our most successful Holiday Give yet.



## BottleDrop Refillable Bottles

Refillable Bottles in Rotation	978,713
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Beer, cider, and wine choices available in Refillable Bottles	103
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Producers Using Refillable Bottles	11
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Ale Apothecary, Bayern Brewery, Buoy Beer, Coopers Hall Winery, Double Mountain, Gigantic, Oregon Trail Brewery, Pierce Wines, Röder Apfelwein, Wild River Brewing, Worthy Brewing

Statewide Refillable Programs in US	1
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### *The Best Package for Oregon's Craft Beverages*

In Q4, we passed a new milestone: having over 100 different types of beer, cider, and wine available in our Refillable bottles, so from Ales and Heirloom Ciders to Porters and Pinots, you won't have to go on a wild Gose chase to find the ideal beverage for the Saison in a Refillable bottle. We completed another production run of 500ml bottles in Q4 and continued to see promising results on washable label options for our customers. Once in use, the label will help further reduce the program's energy and resource consumption by making the bottle washing process more efficient. Cheers to even more advancement in the year to come!





# Quarterly Report



## ORPET - Plastic Recycling

*ORPET Facility - St. Helens, OR*

Plastic Bottles Returned Q4	154.7M
Lbs. of PET Flake Processed Q4	8.1M
School Buses Equiv. in lbs.	271
Cubic Ft. of PET Flake	334,600
School Buses Equiv. in Cubic Ft.	105





## Quarterly Report



**Questions?**

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