



# GA State Investment Recovery



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# Public vs. Private

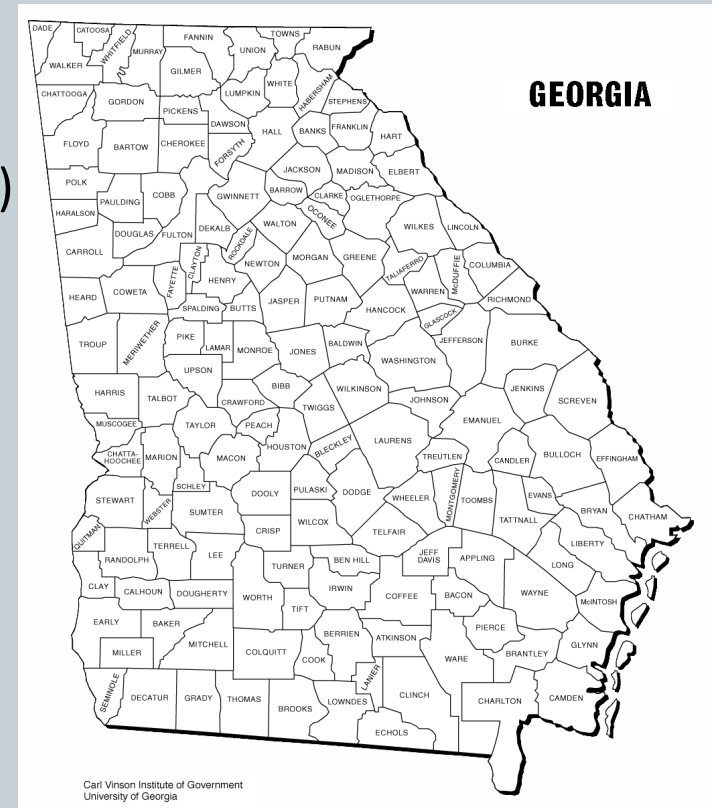


- Funding & Budgets
- Politics
  - External (Legislature)
  - Internal (Agencies)
- Laws
- Transparency
  
- Business answers to shareholders
- Governments answer to everyone

# GA Demographics



- 8<sup>th</sup> Largest state population 10,214,860
- 59,425 Square Miles (24<sup>th</sup> by area)
- 28<sup>th</sup> Largest world economy (2010)
- \$22 billion annual budget
- 159 Counties
- State government
  - 160 Agencies
  - 120k Employees



# Surplus Division

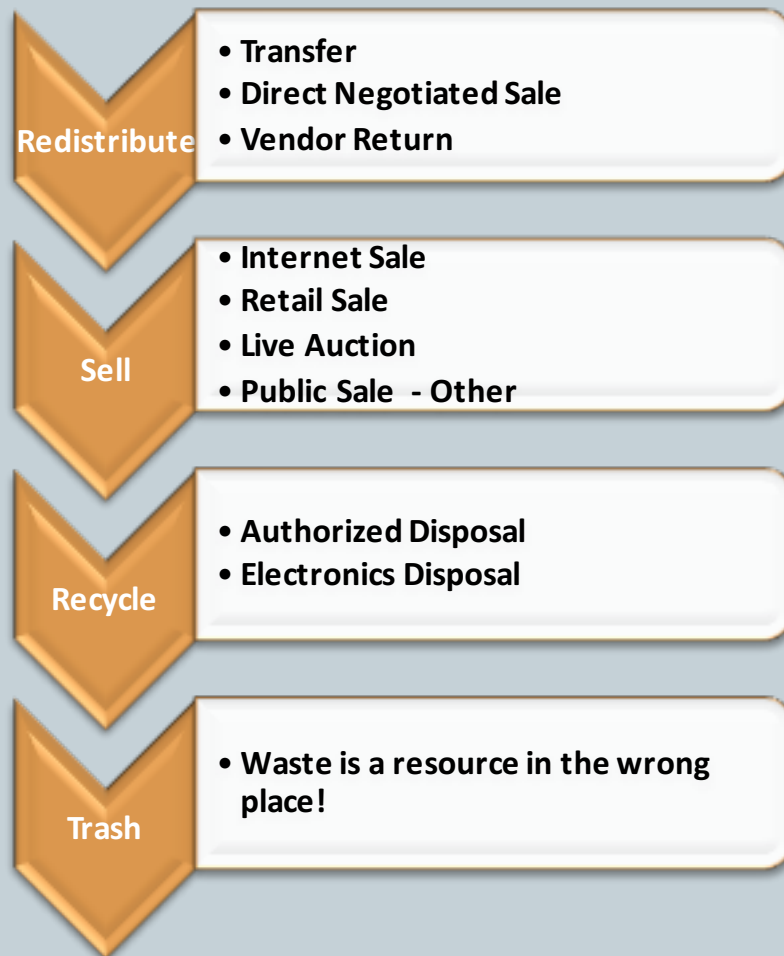


- Division of the Department of Administrative Services
  - Self-funded
    - ✦ 10 FTE
  - State Surplus
    - ✦ Final disposition of all personal property
    - ✦ FY-15 Gross Revenue \$5.7M
  - Federal Surplus, State Agency for Surplus Property (SASP)
    - ✦ FY-15 Gross Revenue \$350k
  - Mission
    - ✦ Redistribution (state, local government, non-profit)
    - ✦ Public Sales
    - ✦ Creates audit trail



# Disposal Flow

- All state agencies, universities, colleges, technical colleges, prisons, executive agencies enter surplus personal property into one application
- Includes:
  - Description
  - Location
  - Photos
  - Disposal method requested

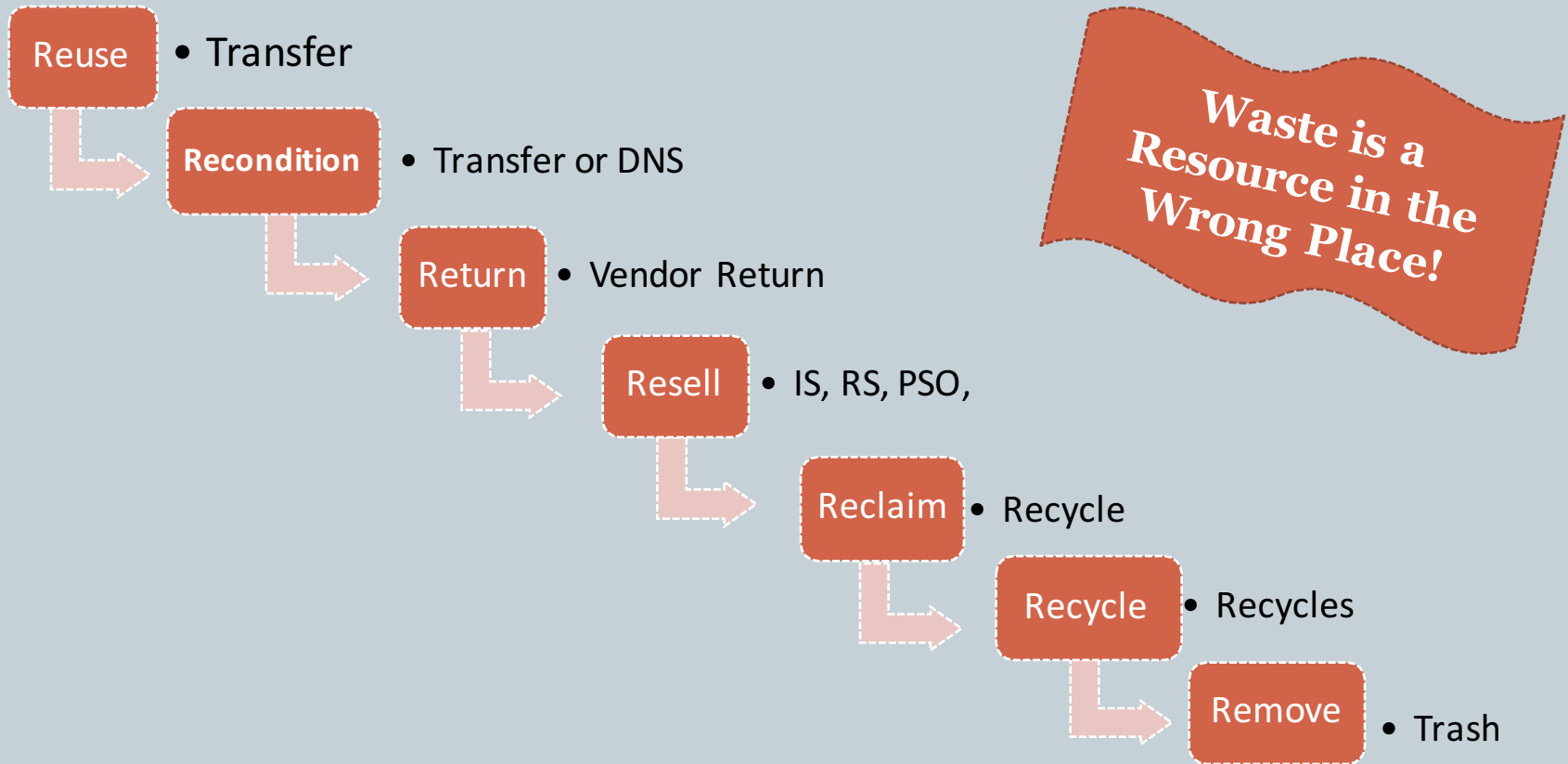


# Asset Disposal



	Disposal Type	To	Notes
Redistribution	Transfer (T)	State agency	No cost between agencies
	Direct Negotiated Sale (DNS)	Local government or Nonprofit	Always a charge to recipient
	Vendor Return (V)	Authorized Vendor	Must demonstrate benefit to the state
Public Sale	Internet Sales (IS)	Actual sale of items to the public	E-Bay, GovDeals, Public Surplus
	Retail Sale (RS)		Original acquisition cost must be < \$5000
	Live Auction (LA)		Used to track vehicle auctions
	Public Sale – Other (PS)		Tracks other sales
Recycle/Destroy	Authorized Disposal (AD)	Includes scrap (recyclable) and trash (destruction)	Requires Affidavit of Destruction
	Electronics (ELC)	DOAS Vendor	Considered hazardous material for disposal

# The Seven R's



# Proceeds



- Transactions that generate revenue (except electronics disposal) are shared with agencies after the first \$100:

Sale Amount	Agency Split	Cap
\$101 to \$9,999	55%	
\$10,000 to \$49,999	75%	\$7,500
≥\$50,000	90%	\$10,000

# Rules of Thumb...



- Cost avoidance is the same as revenue
- If it doesn't generate revenue, it shouldn't cost
- Just because its old, it doesn't mean its valuable
- Just because its old, it doesn't mean it trash
- Its rarely worth what the owner thinks
- It doesn't matter what you paid for it...
- The photo sells the item

# Transformer and Transformer Oil Recycling

Carol Espitia

March 9, 2016

# Central Transformer Yard





# Bushing Area of Yard





# Notice the lines of transformers



# Hard at Work !



# Some Questions Asked

## Tracking System:

- Serial Number
- Manufacturer
- Description
- Relevant Dates
- Loaded on trucks for recycling
- Payments Received



# Ready to drain....



# Tank Farm





# Ready for loading





# Copper from transformers



# Cox Communications

Supply Chain Investment Recovery

Sustainable Asset Recovery Services

Tate Duncan, CMIR  
Senior Analyst, Investment Recovery  
Central Region





# Cox Communications

As the nation's third largest cable and broadband company,  
Cox has about 6 million total customers.



## Cox Residential Services:

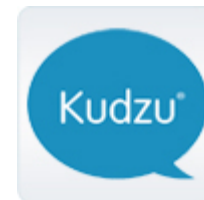
- Cable
- Telephone
- Broadband Internet
- Home Security and Smart Home

## Cox Business Services:

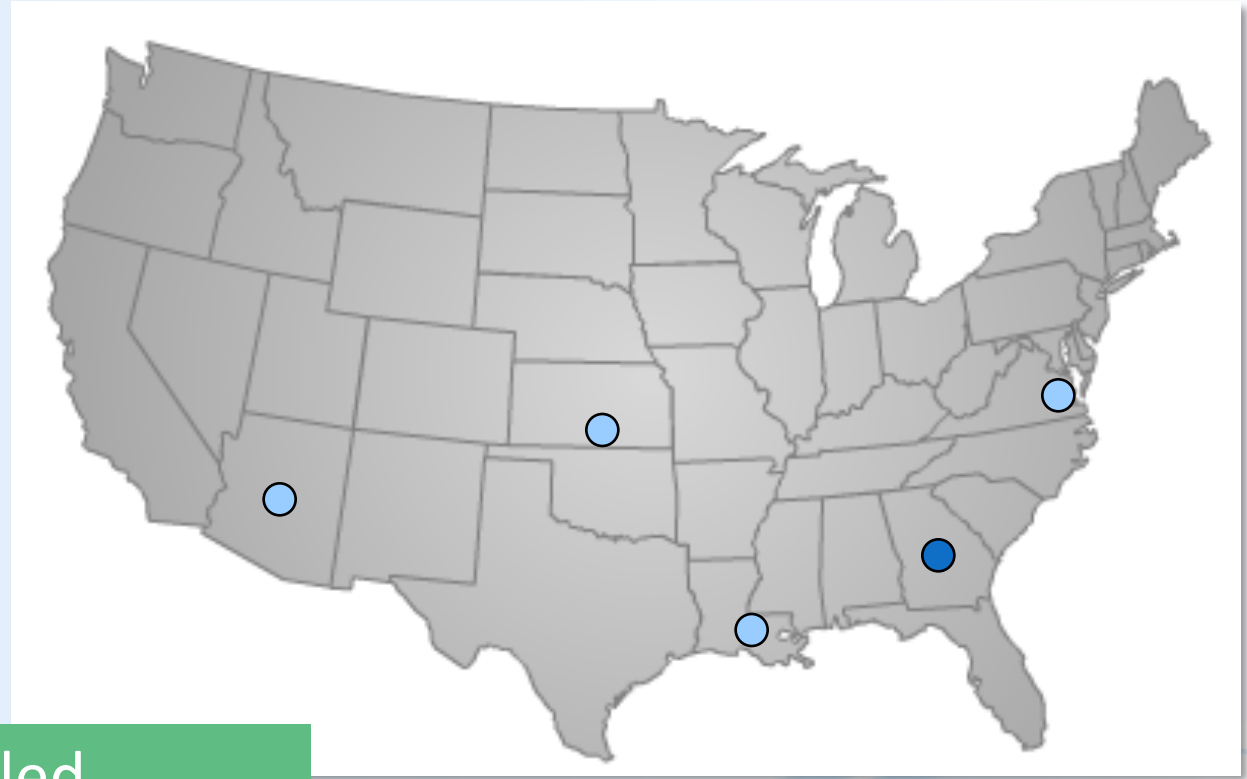
- Video Transport and Cable
- Telephone
- Data
- Local and national advertising and production services



# Cox Enterprises



# Cox Investment Recovery Organizational Structure



- Corporate-led
- Regionally managed
- Supported by local operations teams

# Investment Recovery Mission and Vision

## Mission

*To add value and promote sustainable business practices by strategically mobilizing idle assets through redeployment, resale, recycling and donation.*

## Vision

*Cox Communications sets the standard for integrating environmental, social and financial sustainability. Its model is emulated and expanded to optimize responsible asset dispositioning throughout our organization and in the larger business community. As a result of these efforts, sound investment recovery strategies are a consideration at every phase of the asset lifecycle.*

# Asset Categories Supported



Supply Chain Surplus



IT Assets



Network Assets



Facilities Assets



Operations Byproducts



# CCI Supply Chain

## Investment Recovery Waste Diversion

# 7 million + pounds

in end-of-life company assets responsibly recycled, reused, resold or donated



Recycled over **3.5 million** pounds of CPE-related electronics



Resold over **3.4 million** pounds of surplus assets for reuse



Recycled over **200,000 lbs** of electronics locally across Cox markets



Redeployed over **40,000** lbs of facilities items across Cox markets



Redeployed over **50,000** lbs of network assets across Cox markets



Facilitated donation of over **20,000** lbs of assets to Cox Charities partners across Cox markets

# Cable & Cord Recapture

## Process Overview

### Customer Returns



#### Primary Distribution Center

PDCs complete MPN-level sortation, testing and refurbishment, and receive against R-Stock part number for issuance in kitting and Field orders.

#### Area Fulfillment Center

AFC teams aggregate shippable pallets, retaining separation by pre-sort categories; return to PDCs on milk-runs

#### Technician Fulfillment Center

TFC teams aggregate by pre-sort categories and return to AFC

#### Customer Return

Customers return all CPE-related cables, cords and accessories to Retail or Field Services

#### Pre-Sort Field Return

Retail teams and Field Technicians aggregate and return in 3 categories

### Recertified Output



# Retail Consumer Electronics Recycling

Customers invited to **Cox Solution Stores** to recycle modems, routers, cell phone's and batteries, driving store foot traffic and landfill diversion.

**2014:** ~340k lbs; Cost Benefit Reinvested in Sustainability - \$331k

**2015:** ~640k lbs; Cost Benefit Reinvested in Sustainability - \$500k



Modems

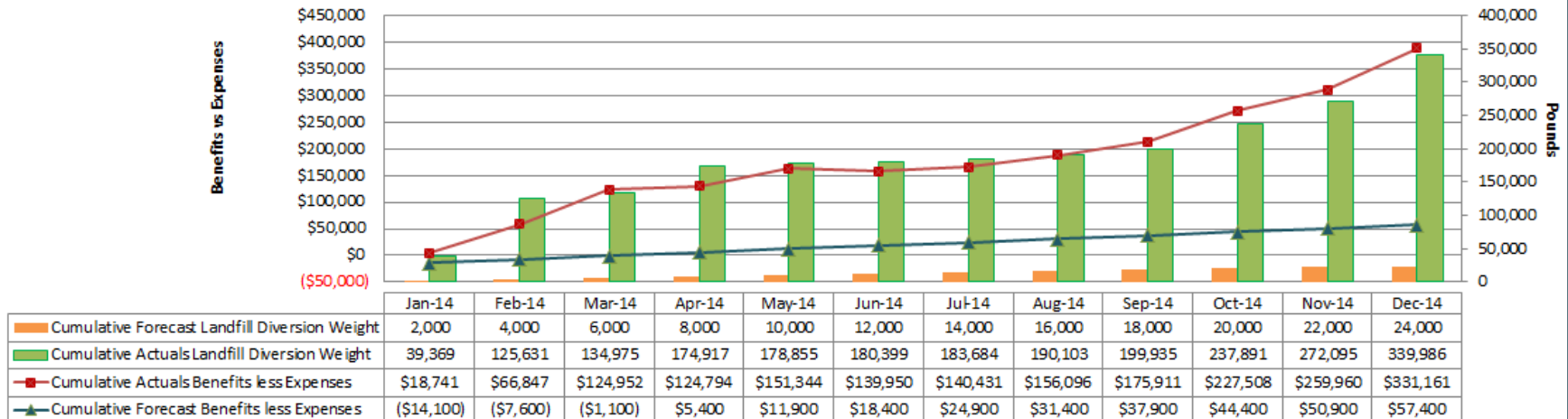


Routers



Batteries

2014 Monthly Reporting





# Cox Conserves

## Cox Enterprises National Sustainability Program

- Launched in 2007 by Chairman Jim Kennedy
- Focuses on reducing **waste** and **energy** consumption, as well as conserving **water**.
- Cox Conserves Goals:
  - Send Zero Waste to Landfill by 2024
  - Become Carbon and Water Neutral by 2044

# Sustainability Projects Supported

## Retail Electronics Recycling

- Accepting Customer-Owned Modems/Routers at Solutions Stores
- Accepting alkaline batteries at Solutions Stores

## Zero-Waste Spotlight Locations

- 6 locations in Arizona to achieve Zero Waste-to-Landfill
- Building the national playbook for achieving Zero Waste-to-Landfill
- Allow us to identify where regional/local customization points will need to be added.
  - Climate
  - Regulatory Landscape
  - Cultural Environments

## Cable and Cord Refurbishment

- Testing and recertifying cables and cords received from Field and Retail teams
- In addition to offering a lower carbon footprint than recycling, potential national savings over \$3 million

# ANY QUESTIONS ?

