

**New York State
Environmental Investment Program
Capital Assistance Project Summary
GreenFiber LLC**

Project Background

GreenFiber purchased its Haganan facility from Bonded Insulation in 2005. Today, it is one of 11 GreenFiber plants across the nation manufacturing insulation, fire and sound products from 100% recycled paper. Headquartered in Charlotte, NC, GreenFiber is a 50/50 joint venture of Louisiana-Pacific and Casella Waste Systems, Inc.

Project Description

Prior to this EIP investment, GreenFiber's Haganan operation relied solely on clean, pre-consumer newspapers for making its cellulose insulation products. By installing new, off-the-shelf recycling equipment, the business would not only be able to expand production, it would also be able to use a much wider range of locally-generated, less expensive raw paper. In recent years, overseas demand for wastepaper supplies was making it difficult for the business to acquire the specific paper supplies it required at reasonable prices.

EIP funds would help GreenFiber purchase and install a paper sorting, shredding and conveyance system at the Haganan facility. This would allow the company to use 4,950 tons of locally-generated paper in place of an equivalent amount of sorted, high-quality newsprint, saving \$163,350 on purchase costs. To assure that the plant could obtain the mixed paper needed, GreenFiber would create a new bin program that would place and service collection containers at area schools, churches, and small businesses that had not yet implemented

recycling programs. This would generate 1,680 tons of paper for GreenFiber for \$87,192 less than it was paying for raw material, and would assure generators at least \$20 per ton for the materials they were previously throwing away. As a result of this project, GreenFiber would be able to convert 60% of its use of costly, over-issue news (newspapers that were printed but never sold) to less expensive old newspaper, another \$237,600 in annual savings. GreenFiber would have to hire a new truck driver for the new collection program.

Project Results

This investment exceeded GreenFiber's anticipated outcomes and has proven to be a great success for the business as well as its new paper suppliers. More than 200 collection bins have been placed throughout the region, and they are generating in excess of 220 tons of mixed paper per month. The new suppliers received \$25 per ton for their mixed paper waste and earned \$73,375 in revenues. A truck driver was hired specifically to collect this new paper supply. The business has been using about 200 tons of that material, along with 600 tons on average each month generated from the new shredder, to replace more expensive over-issue news and sorted newsprint in its production process. In the first year this project helped save \$512,055 on fiber costs. Greenfiber will continue to invest in growing the bin program and growing local vendors.

Contractor: Montgomery County IDA
County: Montgomery County
ESD Region: Mohawk Valley
ESD Contact: 518/292-5340

NYS EIP Investment: \$300,000
Contractor Match: \$474,566
Total: \$774,566
Completion Date: February, 2009