

<p>New York State Environmental Investment Program <i>Technical Assistance Project Summary</i></p>
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Long Island City Business Development Corp.

Project Background

The Long Island City Business Development Corporation (LICBDC) is a non-profit organization dedicated to improving the business environment in western Queens (New York City) with programs that enhance productivity and profitability of local firms. Long Island City is New York State's largest and most diversified industrial center outside of Manhattan with over 2,100 firms employing almost 65,000 workers. In 1993, LICBDC developed the Industrial Waste Recycling and Prevention Program (INWRAP) to aid local businesses with improving their waste management practices and to help them minimize their costs. Firms in the area were in danger of leaving New York City or going out of business because of high costs, tended to be relatively small quantity waste generators and often had problematic waste streams which were difficult to reduce, reuse or recycle. It was estimated that these firms were losing about \$5,000 to \$15,000 per year in missed opportunities to save money and/or create revenue through purchasing secondary inputs/feedstocks and reducing, selling and recycling their waste materials.

through the exchange. Staff actively brokered matches for the firms and provided hands-on technical assistance. This better equipped company managers to make the changes needed to reduce waste management costs. INWRAP staff conducted facility assessments and then assisted firms with implementing recommended operational, purchasing, and waste management improvements.

Project Results

INWRAP saved local businesses just under \$500,000. A total of 229 companies engaged in transactions through NY Wa\$teMatch with INWRAP's assistance. Through 467 one-time or on-going transactions, INWRAP-assisted firms diverted 2,885 tons of material to recycling or reuse, saving them \$261,479 in avoided disposal and purchasing costs. INWRAP also assisted 27 firms to divert 3,211 tons of material, saving them \$238,039. Both programs generated savings to the firms that were shared with LIBDC. During the period of this project, shared savings produced \$59,735 in revenues for the program.

Project Description

This two-year technical assistance project allowed LIBDC to assist firms through two programs from January 1997 to December 1999. INWRAP provided companies with access to the citywide "NY Wa\$teMatch" materials exchange and staff assisted firms with selling, buying or donating materials

INWRAP's unique approach to creating results earned it the City Club of New York's 1995 Good Business Earthling Award, the National Council for Urban Economic Development's 1996 Economic Development Program Silver Award and a 1997 USEPA Environmental Quality Award.

Contractor:	INWRAP	NYS EIP Investment:	\$128,800
County:	Queens	Contractor Match:	\$187,712
ESD Region:	New York City	Total:	\$316,512
ESD Contact:	518/292-5340	Completion Date:	December, 1999