

**New York State
Environmental Investment Program
Technical Assistance Project Summary**

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 are in danger of leaving New York City or going out of business because of high costs, tend to be relatively small quantity waste generators and often have problematic waste streams which are difficult to reduce, reuse or recycle. It is estimated that each of these firms lose 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. Unfortunately, these firms often lack the in-house resources to cost-effectively address their waste management problems.

Project Description

This two-year technical assistance project allowed LICBDC to assist firms through two programs from January 1996 to December 1997. Through INWRAP staff provide hands-on technical assistance to better equip company managers to

make the changes needed for reducing their waste management costs. INWRAP staff conduct facility assessments and then assist firms with implementing recommended operational, purchasing, and waste management improvements. Through the NYS Wa\$te Match materials exchange, they assist firms with selling buying or donating secondary materials. In both programs, shared savings or revenues are negotiated with the firms served, generating over \$25,000 per year in revenue to INWRAP.

Project Results

INWRAP saves local businesses over \$237,000 per year in avoided disposal and purchase costs while diverting over 3,000 tons per year from disposal. In one example, INWRAP assisted Premier Brands of America, an insole manufacturer, to segregate, bale and recycle 12 tons of old corrugated cardboard per month, diverting this material from disposal and saving the company \$12,785 per year in avoided disposal costs. INWRAP's unique approach to brokering materials for reuse through the materials exchange and its hands-on approach to direct company assistance has 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:	\$85,000
County:	Queens	Contractor Match:	\$129,548
ESD Region	New York City	Total:	\$214,548
ESD Contact:	518/292-5340	Completion Date:	December, 1997