

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

**Long Island City Business Development Corporation**

**Project Background**

The Long Island City Business Development Corporation (LICBDC) is a non-profit organization dedicated to enhancing the business climate of Long Island City so that vital industrial, commercial, high tech and non-profit businesses can thrive. 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. Firms in the area were in danger of leaving New York City or going out of business because of high costs. They also tended to be relatively small quantity waste generators and often had problematic industrial waste streams that were difficult to reduce, reuse or recycle.

**Project Description**

This two-year project allowed LICBDC to assist firms from January 2000 to January 2002. It was the third in a series of EIP investments supporting INWRAP's on-going activities. INWRAP provided companies with access to the citywide "NY Wa\$teMatch" materials exchange and staff assisted firms with selling, buying or donating materials through the exchange. Staff actively brokered matches for the firms and provided hands-on technical assistance. This assistance better equipped company managers to make the changes needed to reduce waste management costs. INWRAP staff also conducted waste management assessments and then assisted firms with implementing recommended operational, purchasing,

and waste management improvements. There were no up-front costs to the businesses but INWRAP usually negotiated a "fee-for-savings" of anywhere from 5% to 50% of first year savings or revenues. Businesses paid INWRAP their negotiated amounts upon realizing savings. INWRAP also operated a research, development and education outreach component for hard to reduce, reuse and recycle materials such as industrial wood waste and textiles.

**Project Results**

During this project, INWRAP saved local businesses just under \$115,393 from on-site assistance and \$535,618 through materials exchanges, totaling \$651,011. A total of 6,652 tons of material was diverted from disposal. Shared savings produced \$20,000 in revenues for the program.

INWRAP's unique approach to creating results was nationally recognized. In 2002, INWRAP was awarded two prestigious awards: The 2000 Governor's Waste Reduction and Recycling Program Achievement of Excellence Award and the Tim McClure Award for Outstanding Environmental & Community Leadership from the National Recycling Coalition. In the past, INWRAP also earned 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.

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<b>Contractor:</b>	INWRAP	<b>NYS EIP Investment:</b>	\$193,374
<b>County:</b>	Queens	<b>Contractor Match:</b>	\$202,406
<b>ESD Region:</b>	New York City	<b>Total:</b>	\$395,780
<b>ESD Contact:</b>	518/292-5340	<b>Completion Date:</b>	January, 2002