



A cooperative effort
of the N.C. Department of
Environment and Natural
Resources and the N.C.
Department of Commerce.

Recycling Works

Volume 13, Number 3

Summer 2007

Financial Incentives and New Locations for N.C. Recycling Businesses

by **Ben Rogers, Industrial Development Specialist**

The stage has been set for an excellent business climate in North Carolina.

In January 2007, the announcement that Google would locate its data center expansion in Lenoir put North Carolina in the spotlight again. Investing as much as \$600 million in the center and creating as many as 210 jobs over four years, Google will receive approximately \$100 million in tax breaks over 30 years from state and local government.

In addition, the state was chosen in May 2006 for the annual "Competitiveness" award presented by *Site Selection Magazine*, and ranked #1 in 2001, 2002, 2003 and 2005 in its "Top State Business Climate Rankings," beating out rivals Texas, Georgia and Ohio.

As exciting as it is for industry and Carolinians alike, how does this benefit recycling

businesses? Are they missing their "just dues" for business development? Not to worry, business incentives exist for the recycling industry, too.

Brief overview of state incentives

Like many other states, North Carolina's business incentives are based on tax, grant and occupational assistance. However, it's important to recognize the caveats for receiving such incentives. In North Carolina, a company must meet several criteria to compete for high-dollar state incentives such as the William S. Lee Act or Job Development and Investment Grants. A minimum number of new jobs created, minimum average salary, employee benefits and capital investment are all legally binding qualifiers for these incentives. Economically depressed areas are targeted to receive the greatest assistance.

(See *Incentives*, Page 4)



Map of Winston-Salem's Airport Business Park.

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Composting Begins at N.C. Legislative Building

by Brian Rosa, Organics Recycling Specialist



DPPEA staff members meet with Legislative Building Food Service Manager Steve Wiseman.

Last year, N.C. General Assembly facilities managers, Tony Goldman and Steve Wiseman, contacted the Division of Pollution Prevention and Environmental Assistance offices for information on biodegradable utensils, serving plates and garbage bags. They had been approached by some of the legislators to replace or find an environmental friendly alternative to Styrofoam containers in the cafeteria and café. DPPEA staff met with the facility managers and discussed alternatives and biodegradable materials. After finding that all non-edible food waste was being sent to the landfill, staff offered to provide an organic waste assessment to determine the amount of food waste that was being disposed of and at what cost.

Following an organic audit, which included kitchen staff sorting the waste by material (organics, plastic containers, metal, everything else) and DPPEA staff weighing and cataloging all the data, it was determined that a good bit of the building's organics could be composted.

The cafeteria was already donating edible leftovers to the Inter-Faith Food Shuttle; since Jan. 1, 2007, more than 4,000 lbs. of food has been picked up from the legislative cafeterias by Interfaith. The Legislative Building has instituted two new programs to eliminate organics from the landfill.

Starting June 12, non-edible food waste, paper products and other biodegradable materials are being collected and picked up by Chatham County's Brooks Contractors, a large-scale organic composting business. Brooks collects approximately 1,000 pounds of organic waste a week from the legislative building cafeteria.

The second initiative is the installation and use of a Vermi-digester container located outside the building by the Dumpster. The Vermi-digester will house 100 pounds of red wiggler worms with the capacity to consume 50 pounds of prep food waste, shredded paper and coffee grounds per day. In addition, the worm castings will be recycled back into the green roof gardens on top of the building. The Vermi-digester should be up and digesting by mid-August.

The Vermi-digester and composting operation will become part of the educational tour of the legislative building. The tour already includes a stop at the cistern installed in 2005 to collect rainwater for irrigation.

With all three initiatives operating, the managers of the Legislative Building expect to divert approximately 225 pounds per day of food waste from the landfill. That's a 74 percent reduction in waste generated. Congratulations to the General Assembly for leading by example!

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Natural Capital Investment Fund Open for Business

Rick Larson, Director of Sustainable Ventures, The Conservation Fund



A new source of growth financing for businesses that are good stewards of North Carolina's natural resources has begun operations in the state.

The Natural Capital Investment Fund's mission is to provide debt and equity financing to small and emerging natural resource-based businesses that will advance sustainable economic development. To date, NCIF has operated exclusively in West Virginia, where it has provided more than \$2 million in subordinated debt and equity financing since 2002. NCIF provides critical, timely capital that supports business expansion, creates employment opportunities and develops the rural tax base. NCIF also provides targeted technical assistance to build the non-financial capacity of its clients.

NCIF in North Carolina will target recycling companies – particularly those focused on the sustainable use of natural resources. Renewable energy will be another area of focus.

NCIF will make loans and investments in the \$35,000 to \$250,000 range, primarily to expanding businesses (though start-ups with strong management, a proven product or service and proof of customer demand will be considered). The fund specializes in providing patient capital that can “buy down the risk” for collateral-based lenders, thereby making it possible for them to participate in financings that would otherwise be too

risky. NCIF expects to work closely with the state's banks, as well as with lenders like Self-Help that focus on environmental investing.



NCIF plans to partner closely with North Carolina's extensive network of business assistance providers, from the Recycling Business Assistance Center to the Small Business & Technology Development Center and the Small Business Center network. According to RBAC Manager Matt Ewadinger, “NCIF is a welcome addition to the state's financial landscape. We strongly urge our recycling businesses to take a serious look at NCIF when considering debt or equity financing.”

NCIF (<http://www.wvncif.org>) is an affiliate of The Conservation Fund (<http://www.conservationfund.org>), a national nonprofit with a unique commitment to balanced land and water conservation solutions that emphasize the integration of economic and environmental goals.

Businesses interested in NCIF funding should contact Rick Larson at The Conservation Fund at rlarson@conservationfund.org or by phone at (919) 967-2223.

Rick Larson is director of Sustainable Ventures for The Conservation Fund. Prior to joining TCF in May 2007, he was a Managing Director of SJF Ventures, a \$45 million socially responsible venture capital fund based in Durham, where he sourced and conducted due diligence on prospective investments, led investments in SJF portfolio companies and delivered technical assistance and training to prospect companies.

Self-Help: Environmental Financing and Investing Too

by Sherry Yarkosky, Recycling Business Development Specialist

Self-Help's Environmental Business Loan (see ad p. 7) was established to provide financing to small businesses and other organizations that preserve our natural resources. Projects targeted for financing include recycling firms, land conservancies, environmental consulting and services, environmental equipment firms and sustainable development products and services. Self-Help has extended more than \$29 million to businesses that are manufacturing, selling or purchasing environmentally friendly goods and services.



For past RecyclingWorks articles on recycling businesses receiving financing help see Charlotte's Habitat Restore Expansion story at <http://www.p2pays.org/ref/38/37854.pdf> and Shimar Recycling's SBA 504 loan story at <http://www.p2pays.org/ref/16/15975.pdf>.

In addition to the environmental loan program, Self-Help has implemented other environmental stewardship programs that make our com-

(See **Self-Help** Page 7)

INCENTIVES, from page 1



Aerial photo of Tanglewood Business Park near Elizabeth City.

Recycling tax incentives

North Carolina offers some of the best recycling business incentives in the nation. Real and personal property, corporate state income and franchise on domestic and foreign corporation tax breaks are available. In most scenarios, the largest benefit can be gained from the personal property tax credit as it is often the greatest expense and investment made by these businesses. For a recycling business, this could mean a full tax credit for personal property. It should be noted that personal property must be used exclusively for recycling or resource recovery.

Putting a strategy together

When choosing a site, it's useful to understand how and which incentives affect local and state taxes, direct regulations governing each and the value of time required to receive potential incentives that may require county or city approval. It may become evident that declining specific incentives in exchange for decision-making freedom is the best choice. Each incentive should be investigated thoroughly before a commitment is made.

Although incentives can play an important part in business development, keep the basic factors of location, distance to market(s) and workforce in the forefront. If they are not met, the best incentives won't make a difference for the long-term success of your business.

New business parks available in North Carolina

Communities want recycling businesses and North Carolina has several new business parks primed for development. If your recycling business has outgrown its current location and needs to relocate or expand, consider one of the three following locations.

Tanglewood Business Park (near Elizabeth City)

Location: Northeastern N.C., U.S. 17 Bypass

Lot size: 8+ acre lots, 6,714-acre development

Zoning: Multi-use

Price per acre: Varies depending on use

Contact information: Jon Crouse at Tanglewood Development LLC (252) 264-5400

Web site: <http://www.tanglewoodnc.com/business.htm>

Description: Conveniently located midway between New York and Florida at the intersection of U.S. 17 Bypass and U.S. 17 in eastern N.C. stands Tanglewood Business Park. In reaction to the growing industrial and residential development, Tanglewood plans to serve industrial, retail, commercial, manufacturing and mega industrial facilities. Located within one hour of the Port of Virginia, rail access, Foreign Trade Zone and synergy to Virginia Beach and Norfolk, Va., Tanglewood plans to capitalize on the strong work force, affordability and quality of life offered in northeastern North Carolina.

Airport Business Park (Winston-Salem)

Location: Piedmont Triad N.C., Liberty Street and U.S. 52 interchange

Lot Size: Varies, 5+ acre general, 65-acre development

Zoning: Flex-office, research and warehousing

Price per acre: \$35,000

Contact information: Jeffrey M. Garstka, Winston-Salem Business Inc., (336) 723-8955

Web site: <http://www.wsbi.net>

Description: With excellent transportation access, booming downtown and regional visibility, the Airport Business Park is accessible and located between Liberty and 26th Streets with a direct connection to U.S. Highway 52. Currently, the site is minimally forested with the remaining area to be graded and cleared within the quarter. As lead developer, the city of Winston-Salem has established an affordable and desirable business park.

(See *Incentives*, Page 5)

INCENTIVES, from page 4

Catawba County EcoComplex

Location: Western North Carolina, Greater Charlotte Region

Lot Size: Varies

Zoning: Industrial, heavy industrial and multi-use

Price per acre: Varies

Contact information: Barry Edwards, director of Catawba Co. Utilities & Engineering, (828) 465-8261

Description: Nestled in the foothills region of the Blue Ridge Mountains, Catawba County is home and lead developer of the EcoComplex. More than a concept, the EcoComplex is an example of “bio-mimicry” industrial development put into practice. An impressive operation generating power from landfill methane, the multi-acre park is sited next to the county landfill and currently houses Gregory Wood Products and Pallet One companies with master plans to have an integrated park where each industrial byproduct will be utilized on site by another company or the park itself. This multi-scope plan is without accident, took great patience and strategic partnering between local government, regional support and private industry. By promoting the wise



management of resources, through recycling and re-using commodities and feedstocks that would otherwise become part of the waste stream, the park reduces waste management costs for the entire community. Impressive in its current phase, the facility is poised to be a world-class example of environmental economic development.

If you have specific interest or questions regarding any of the financial incentives mentioned or N.C. business parks, contact Ben Rogers at (919) 715-6539 or ben.rogers@ncmail.net, or the appropriate business park contact listed above.

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2007 Recycling Business Development Grant Winners Announced

by Matt Todd, Recycling Business Development Specialist

The N.C. Division of Pollution Prevention and Environmental Assistance awarded 17 recycling business development grants, totaling \$295,000.

For the 2007 grant round, criteria was included to give some weight to proposals that supported developing infrastructure in response to landfill ban legislation that passed the General Assembly in 2005 and will take effect in 2008 – items included in those bans are wooden pallets, rigid plastic containers, oil filters and oyster shells, with additional legislation requiring ABC permit holders to recycle.

The grants ranged from \$4,500 to \$30,000, and if all the projects are successful, will create more than 66,000 tons of additional recycling capacity in North Carolina. Overall, DPPEA received 24 proposals requesting \$660,000 in funds. Selected projects include:

Plastic Revolutions (\$30,000) – Plastic Revolutions (Reidsville) will build a mixed plastics sorting line and acquire and install an automated baler system that will allow for the purchase and processing of commingled bales of mixed plastics and the baling and subsequent sale of PETE bottles. Contact: John Hagan, Plastic Revolutions, (336) 337-1985.

Shimar Recycling (\$30,000) – Shimar Recycling (Durham) will purchase an additional side-load recycling truck, roll-cart collection containers, roll-off containers and a roll-off truck. With the additional equipment, it will be able to service more businesses affected by ABC legislation. Contact: Will Marley, Shimar Recycling, (919) 680-6262.

FCR (\$25,000) – FCR (Greensboro) will purchase the FiberSort® system, developed by MSS Inc., which provides for precise and fully automated separation of old corrugated containers and non-paper items (trash) from a stream of pre-processed old newspapers. The FiberSort analyzes all passing items and classifies ONP, non-paper items and OCC according to their specific color and NIR “signatures.” Contact: Sean Duffy, FCR, (704) 379-0600.

Hatteras Recycle (\$25,000) – Hatteras Recycle (Rodanthe) will begin a curbside recycling collection program in the villages of Rodanthe, Waves and Salvo on the Outer Banks. This collection will begin at rental cottages managed by Outer Beaches as well as Midget Realty, and will primarily target bottles and cans. Commercial service to bars and restaurants as well as to area campgrounds is in the works as well. Contact: Todd Phillips, Hatteras Recycle, (252) 987-2810.

Tri State Scrap Metals (\$25,000) – Tri-State Scrap Metals (Asheville) will expand its capacity and ability to efficiently process scrap metal through the purchase of various ma-

(See [Grants](#), Page 8)

Recycling Works is published by the N.C. Recycling Business Assistance Center, a program of the Division of Pollution Prevention and Environmental Assistance of the N.C. Department of Environment and Natural Resources. For more information call (919) 715-6500 or (800) 763-0136, or write to DPPEA, 1639 Mail Service Center, Raleigh, NC 27699-1639.

Michael F. Easley, Governor, North Carolina
William G. Ross Jr., Secretary, Department of Environment and Natural Resources



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(919) 715-7272 (SBTDC)

RBAC Offers Scholarships For Recycling Businesses

by Tom Rhodes, Waste Management Analyst

The N.C. Recycling Business Assistance Center is once again offering scholarships to NxLevel Business Planning Workshop, presented by the N.C. Small Business and Technology Development Center.

NxLevel is a business course designed to enhance entrepreneurial skills and assist businesses in creating a comprehensive business plan. Unlike most other educational programs, NxLevel addresses the special needs of the entrepreneur by providing a practical, hands-on, common sense approach to developing their business.

The course includes:

- Experienced business educators, with prominent business leaders as guest speakers at each class session
- Networking opportunities with local business leaders and participants
- A comprehensive textbook, workbook and resources guide
- One-on-one business counseling and support.

This year, NxLevel is being offered at a low cost of \$150, instead of the normal fee of \$425 (see ad p. 9). In addition, N.C. RBAC is offering scholarships of \$100 to North Carolina recycling businesses, while supplies last. That means scholarship recipients will be able to attend for only \$50 out of pocket. N.C. RBAC will pay the \$100 scholarship fee directly to N.C. SBTDC.

Forty percent of NxLevel participants start a business within one year after completing the course. Another 20 percent continue to work on developing their business concept. When surveyed after three years, more than 93 percent of businesses were still in operation, while the national average is a mere 16.5 percent for the same time period.

North Carolina recycling business owners and managers should apply for the scholarships by contacting Tom Rhodes at tom.rhodes@ncmail.net or (919) 715-6516.

Self-Help, from page 3

munities better places to live and work. One such program is the Environmental Certificate of Deposit. By opening an environmental CD, investors receive a market-rate of return while supporting Self-Help's program lending to environmental businesses and other sustainable development projects. These projects show that environmental concerns can be integrated with economic and social equity goals to produce triple bottom line results. For information on opening an account, go to <http://www.self-help.org/invest-with-us/deposit-accounts/open-an-account> call (800) 476-7428 or e-mail sustainability@self-help.org.

The nonprofit Center for Community Self-Help is headquartered in Durham, with seven offices throughout North Carolina and offices in Washington, D.C., and Sacramento, Calif. More information about Self-Help's Environmental Stewardship Initiative can be found at <http://www.self-help.org/about-us/about-us-files/SelfHelpEnvStewardship.pdf>.

LOANS FOR RECYCLING COMPANIES

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N.C. Environmental Loan Fund: Self-Help established the N.C. Environmental Loan Fund to provide financing to small businesses and other organizations that preserve our natural resources. Projects that are targeted for financing include recycling firms, land conservancies, environmental consulting and services, environmental equipment firms, and sustainable development products and services. Self-Help has extended more than \$6 million in financing to this growing and important segment of our economy.



Williamston's Martin Enterprises purchased this baler with a DPPEA grant.

material handling equipment. Contact: John Gribble, Tri State Scrap Metals, (828) 670-9006.

Blue Ridge Plastics (\$20,000) - Blue Ridge Plastics (Eden) will acquire and install a third wash line designed to process polystyrene and other plastics with a specific gravity greater than water. The proposed wash line will enable the company to process all classes of plastic that sink (styrenes, nylons, ABS, etc.). Contact: Don Grigg, Blue Ridge Plastics, (336) 627-7867.

Bromley Plastics Corporation (\$20,000) - Bromley Plastics (Fletcher) will acquire a roll cutter and stand. This piece of equipment is a heavy-duty guillotine-type of machine that will greatly increase the recycling facility's efficiency and capability. Contact: Robert Katterman, Bromley Plastics, (828) 651-8737.

Container Recycling Alliance (\$20,000) - CRA (Raleigh) will set up a drop-off site for recyclables - bottles and cans - at its present location. This drop-off site will be important in supporting new recycling legislation in Raleigh by providing a place for disposing of bottles and cans set aside by bars and restaurants. The site will be made available to service providers of bars and restaurants, merchants wishing to manage their own materials and the general public. Contact: Jason Hocutt, CRA, (919) 843-1335.

Kamlar Corporation (\$20,000) - Kamlar Corporation (Rocky Mount) will build two concrete pads and install an unloading ramp at its pallet processing facility. This will allow an increase in inbound material that must be unloaded manually from the current two to three loads

per week to two loads a day. Contact: Roger Seale, Kamlar Corporation, (252) 443-2576.

Synergy Recycling (\$20,000) - Synergy Recycling (Mayodan) will purchase an eddy-current-separator and a shaker-table for its electronics recycling facility to remove nonferrous materials from the plastics stream to create a more marketable product. Contact: Joe Clayton, Synergy Recycling, (336) 548-7014.

CompuTel (\$10,000) - CompuTel (Charlotte) will purchase and install a material shredding system on-site. The system will allow CompuTel to offer a complete chain-of-custody package to its customers including on-site destruction of computer hard drives. Contact: Brett Rhinehardt, CompuTel, (704) 376-1116.

Futura Recycling (\$10,000) - Futura Recycling (Elizabeth City) will sort commingled containers using a 42" wide vibratory feed conveyor. Bins will be purchased to hold the separated inventory prior to baling. Contact: Prem Amarnath, Futura Recycling, (252) 337-7736.

Martin Enterprises (\$10,000) - Martin Enterprises (Williamston) will replace its current horizontal baler with a new one. The new baler will increase its efficiency by providing more run time. Contact: Becky Renn, Martin Enterprises, (252) 792-8251.

PalletOne of NC - Butner (\$10,000) - PalletOne of NC will add additional dismantling equipment to process reclaimed pallets at its facility. Contact: Gerald Oakley, PalletOne of NC, (919) 515-6491.

PalletOne of NC - Mocksville (\$10,000) - PalletOne of NC will add additional dismantling equipment to process reclaimed pallets at its facility. Contact: Grant Dickerson, PalletOne of NC, (336) 492-5565.

BarnStar Vintage (\$5,000) - BarnStar Vintage (Snow Camp) will increase the scope and mass of materials collected from homes, buildings and farm structures slated for demolition and dumping. It will purchase a trailer to haul its existing tractor to deconstruction sites. Contact: Tom LaGarde, BarnStar Vintage, (336) 376-5694.

Piedmont BioFarms, LLC (\$4,500) - Piedmont BioFarms (Pittsboro) will purchase and install a vermi-composting flow-through system and food waste collection bins. This equipment will have the capability to process 500 pounds of organic waste per week. Contact: Amanda Egdorf, Piedmont BioFarms, (919) 321-8260.

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To apply for the recycling business scholarship,
 contact:

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The Recycling Business Assistance Center is a program of the North Carolina Division of Pollution Prevention and Environmental Assistance.

Call (919) 715-6500 or (800) 763-0136 for free technical assistance and information about preventing, reducing and recycling waste.



North Carolina market prices for

Prices current as of July 20, 2007

Item	Western Region	Central Region	Eastern Region
METALS			
Aluminum Cans, lb. loose	\$0.88	\$0.92	\$0.91
Steel cans, gross ton baled	\$155	\$148	\$135
PLASTICS			
PETE, lb. baled	\$0.18	\$0.16	\$0.1725
HDPE, lb. baled	Natural	\$0.345	\$0.295
	Colored	\$0.235	\$0.175
PAPER			
Newsprint, ton baled	\$115	\$115	\$112.55
Corrugated, ton baled	\$140	\$125	\$135
Office, ton baled	\$180 (SOP)	\$160 (SOP)	\$235 (white ledger)
Magazines, ton baled	*	\$85	**
Mixed, ton baled	\$100	\$80	\$100
GLASS			
Eastern Region sells glass F.O.B. origin			
Brown, ton crushed delivered	\$15	\$16	\$21
Clear, ton crushed delivered	\$25	\$26	\$17
Green, ton crushed delivered	(\$7)	\$0	(\$9)

*Markets with mixed paper.

**Markets with newsprint.

Note: Prices listed above are compiled by RBAC and are for reference only. These prices are not firm quotes. RBAC obtained pricing information from processors for each category and developed a pricing range.

Visit RBAC online at <http://www.p2pays.org/rbac>

DPPEA-FY07-01