

# 8

# Steps to start your Recycling Business

## STEP 1

### Questions to ask yourself:

- What are you going to recycle?
- Where will you get your recyclables?
- How will you collect/transport your recyclables?
- How will your recyclables be separated and sorted?
- What machinery will be involved?
- Where will you send your recyclables?
- Who will buy them?
- How will you distribute/transport your recyclables?

## STEP 2

### Assign a cost to each question above.

You might not have the answers to these questions yet, but finding this information will help you discover if your idea can become a profitable business.

## STEP 3

### Create a business plan.

- Contact the Service Corps of Retired Executives (SCORE) for free mentoring to new businesses including business plan guidance. Regional chapters are available throughout N.C. <https://www.score.org/>
- Contact Business Link North Carolina (BLNC), a free service through the Economic Development Partnership of North Carolina (EDPNC), for additional advice and guidance for new businesses. <http://www.blnc.gov/>

## STEP 4

### Seek a loan.

- Self Help Credit Union: you might qualify for a loan based on your personal credit from this non-profit organization that provides financing, technical support, and consumer financial services designed to help small businesses. <http://www.self-help.org/business/loans-credit/business-loans>
- For additional recycling loan information, check out this link: <https://deq.nc.gov/conservation/recycling/recycling-business-assistance-center/financing/loans>



STEP  
5

## Get Funding!

- Recycling Grant opportunity: The Recycling Business Development Grant Program offers up to \$40,000 towards the purchase of equipment or facility infrastructure. The grant requires a minimum 50% match from the company. Business plan is required. The request for proposals is usually released in September. Startups are rarely funded, but occasionally are with a strong business plan. More information here: <https://deq.nc.gov/conservation/recyclingbusiness-assistance/financing/grants>
- Property Tax Exemption: N.C. DEQ's Division of Waste Management offers a property tax exemption for building space and equipment used exclusively for recycling: <https://deq.nc.gov/about/divisions/waste-management/solid-wastesection/tax-certification>.
- Sales Tax for Recycling Equipment: Equipment purchased for recycling processing (grinders, shredders, balers) is exempt from North Carolina state and local sales tax: <https://deq.nc.gov/conservation/recycling/recycling-business-assistance-center/financing/tax-incentives>.
- EDPNC: The Economic Development Partnership of NC is available to help with location siting and additional financial incentives. <https://edpnc.com/>

STEP  
6

## List your business on the NC Recycling Markets Directory!

The Recycling Business Assistance Center (RBAC) maintains this directory to help match companies that need recyclable material with companies that supply the material. We encourage all recycling collection companies to list themselves in this free directory. Our office receives many calls looking for collection companies that handle certain material. As a new recycling business, it is a great way to find who can take your recyclable material. You can list information in the directory including your service area and the materials that you collect.

<http://www.p2pays.org/dmrm/start.aspx>

STEP  
7

## Join the Carolina Recycling Association.

CRA offers an annual recycling conference with educational seminars and networking opportunities in addition to webinars on all aspects of the industry.

<http://www.cra-recycle.org/>

STEP  
8

## Read Up!

These web sites have excellent newsletters that you can sign up for to learn more about the recycling industry in general.

- <https://resource-recycling.com/>
- <https://www.recyclingtoday.com/>
- <https://waste360.com/>

*The Recycling Business Assistance Center (RBAC) is a program of the N.C. Division of Environmental Assistance and Customer Service (DEACS) that provides technical, business and financial assistance to recycling companies.*

*Reach out to an [RBAC staff member](#) anytime for assistance.*



*The N.C. Division of Environmental Assistance and Customer Service (DEACS) is a non-regulatory division of N.C. DEQ offering technical and financial assistance to businesses, manufacturers, local governments, institutions, economic developers and citizens in environmental management. For questions, call 1-877-623-6748.*

