



Missouri Market Development Program

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Frequently Asked Questions

What is the Missouri Market Development Program?

The Missouri Market Development Program provides financial assistance targeted toward developing and expanding manufacturing capacity in the state. The program assists businesses with the purchase of equipment needed to enable manufacturing facilities to use recovered materials.

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Direct financial assistance to Missouri businesses, governments and organizations is the foundation of the program's efforts to meet the directives set in Senate Bill 530.

The Environmental Improvement and Energy Resources Authority, the Missouri Department of Natural Resources and the Missouri Department of Economic Development work together on the Missouri Market Development Program.

Who is eligible?

Any individual, private business, non-profit organization or public institution operating or proposing to operate in Missouri may apply for financial assistance.

What projects qualify?

The Missouri Market Development Program is interested in projects that expand the role of recycling in a sustainable economy for Missouri, contribute to a quality environment and reduce reliance on landfills. Projects must be located in Missouri and be based on a technology that has been demonstrated beyond the research stage. Also, they must be technically feasible for full-scale operation and comply with all applicable environmental, safety and legal requirements.



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What kind of financial assistance is available?

Qualified businesses in Missouri may receive up to 75 percent of specific equipment costs with a maximum funding level of \$250,000. Eligible expenses include the following:

- purchase of manufacturing equipment and machinery, or the conversion of existing equipment and machinery, to manufacture products that contain recovered materials (other than internal or mill-broke)
- equipment purchased for the final processing of recovered materials to be used by others in the manufacture of recycled content products

The Missouri Market Development Program Fiscal Year 2015 Application for Financial Assistance details eligibility criteria and other program requirements.

What is the process?

The applicant is required to submit detailed information concerning project objectives, the recovered material used, the project's strategy for market development and operational and financial information. Missouri Market Development Program staff conduct site visits to observe existing facilities and to discuss project details with the applicant.

All applications for financial assistance are carefully reviewed by an interagency steering committee, comprised of representatives from the Environmental Improvement and Energy Resources Authority, the Missouri Department of Natural Resources and the Missouri Department of Economic Development.

This steering committee evaluates each application with regard to the recovered material used, feedstock sources, the amount of material diverted, and the technical and financial feasibility of the project. The steering committee makes recommendations for project approval to the EI ERA Board.

Approved financial assistance projects usually involve a two-year agreement between the EI ERA and the project. During this time, the EI ERA retains a primary security interest in the equipment purchased with program funds. The project is required to submit quarterly reports describing project progress.

Applications may be submitted at any time during the year. Generally, a minimum of 12 weeks is needed for evaluation, recommendation and final decision.

Missouri Market Development Program staff are available Monday through Friday, 8 a.m. to 5 p.m., to answer questions and provide assistance. Call 573-526-5555 or e-mail kristin.allantipton@eiera.mo.gov.



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How are the applications scored?

Applications are reviewed by an interagency steering committee, comprised of representatives from the Environmental Improvement and Energy Resources Authority, the Missouri Department of Natural Resources and the Missouri Department of Economic Development.

Applications must identify feedstock and end markets. The steering committee also reviews the financial viability of the applicant and the project. In addition, the committee follows the eligibility criteria below to determine the amount of financial assistance, if any, provided:

Minimum Points Required Per Award Amount

Up to \$50,000	35
Up to \$75,000	70
Up to \$100,000	105
Up to \$250,000	140

Eligible Applications Must Score Points in EACH of the Below Categories to be considered

<u>Jobs Created</u>	<u>Points</u>
0 to 2	5
3 to 5	10
6 to 10	15
11+	20

<u>Tons Diverted Annually</u>	<u>Points</u>
20 – 499	5
500 – 999	10
1,000 – 10,000	15
10,000+	20

<u>Applicant Match</u>	<u>Points</u>
(Applicant portion of equipment cost)	
25% of award	25
50% of award	50
75% of award	75
100% of award	100

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If the application addresses a Missouri Market Development Program target, 25 points will be added to the total. Current targets include the following:

- 1) construction and demolition waste;
- 2) food waste and organics;
- 3) plastics;

OR

- 4) location in a minimally funded Missouri Solid Waste Management District:

Region A – Northwest Mo SWMD;
Region B – North Mo SWMD;
Region C – Northeast Mo SWMD;
Region J – Quad Lakes SWMD;
Region N – Southwest Missouri SWMD;
Region Q – Ozark Foothills SWMD; and
Region T – Lake of the Ozarks SWMD.

From time to time, due to the closing of permitted facilities, other districts may become minimally funded and included in this listing.

For additional information...

More information is available in the Missouri Market Development Program Fiscal Year 2015 Application for Financial Assistance.

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