

Missouri businesses can qualify to receive up to \$250,000 in financial assistance through the Market Development Program. The money can be used to assist in the purchase of machinery and equipment, or the modification of existing equipment, that will manufacture products from recovered material or convert recovered material into a feedstock to be used by others.

It's Good Business

The Missouri Market Development Program helps companies make effective use of the high quality materials recovered from household and industrial waste. The result is economic and environmental improvement at all levels.

Since 1999, the Missouri Market Development Program has awarded \$12.5 million to 174 Missouri businesses.

These companies report that the program has created 840 new jobs and leveraged more than \$77.3 million in additional investment.

Additionally, our recipients report that 1.46 million tons of waste is diverted from landfills annually, resulting in more than \$52.9 million in avoided disposal costs for Missouri businesses each year.

Missouri Market Development Program projects are located statewide, including urban and rural areas.

We work on the "demand pull" side by funding only projects that involve the manufacture of new products from recovered materials or the processing of materials so that others can use them in manufacturing.

Our project involves a wide variety of materials – plastics, wood, glass, textiles, food waste, construction and demolition waste, electronics – many of which are not collected in traditional recycling operations.

Companies using recovered materials in manufacturing benefit in the following ways:

- **Increased profitability**
- **Reduced disposal costs**
- **Job creation and retention**
- **Environmental objectives met**
- **Lower cost of raw materials**

Business Services

The Missouri Market Development Program can also provide businesses with information that will help increase the manufacturing, marketing and purchase of recycled-content products:

- **Locating recycled feedstock**
- **Evaluating market conditions**
- **Developing products**
- **Developing business plans**
- **Educating buyers and vendors about recycled content products and promoting these Missouri-made products.**

The Missouri Market Development Program is administered by the Environmental Improvement and Energy Resources Authority in cooperation with the Missouri Department of Natural Resources and the Missouri Department of Economic Development.

Additional Information

If you are interested in learning more about Missouri's Market Development Program, or if you would like to submit an application, please contact the EIERA at 573-751-4919 or eiera@eiera.mo.gov.

EIERA

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