

US EPA ARCHIVE DOCUMENT

EPA 2009 State Innovations Grant Oct - Dec 2011

Washington State Department of Ecology – Lean and Green Assistance 1-29-2012

Part 1 Synopsis of Accomplishments during the Reporting Period

October 18	Ecology initial site visit to potential facility, Westech Aerosols. Company referred by agency staff.
December 13	Film video at SunOpta and AccraFab to use for marketing to potential facilities. ETA for completed video is mid 2012.
December 30	Contract signed with Heath Tecna for next L&G project. Company is a supplier of airplane interiors. Project will focus on energy efficiency and wastewater improvements. Estimated start time is late February. Company referred by agency staff.

Part 2 – Narrative Discussion

1. Westech Aerosols – after completing an initial site visit, it's clear that the company has fire safety work they must address before they focus on chemical management and reduction issues. We offered to return at their request when the fire safety work is complete.

Important points

Initial site visits are critical

We often find that a company has multiple issues they want to address. Lean or green work can each solve some issues, but certainly not all issues. Initial site visits are critical in understanding what a facility's goals are and whether L&G will be able to successfully address those issues. Some screening can certainly be done over the phone, but a physical visit to the facility is usually needed to better understand the situation.

2. EPA, Impact Washington, and Ecology each contributed \$2500 to film and produce a short video describing L&G and its benefits. We will use this as part of our marketing to potential new facilities. Estimate time of completion for the video is mid 2012.
3. Heath Tecna – Impact Washington signed a contract with Heath Tecna. Project will focus on energy efficiency, toxics use and waste and wastewater improvements.

Important points

Time and relationship building needed

This company was originally approached in late summer, early fall. The time period between initial contact and contract signing demonstrates the patience that is often needed to allow a company to evaluate and consider their finances, staff time available, and willingness to work with government staff. We've learned that this is

part of the process and the relationship building is critical to success of the project as well as just getting the contract signed.

Adjust funding levels as appropriate

Ecology evaluated potential environmental benefits and determined that funding the project at a 50% level was appropriate. We funded other projects at the 80%. This flexibility matches funds to the estimated type and amount of environmental benefits. Ecology currently views reduction of persistent, toxic, or bioaccumulative metals as an environmental priority.

Part 3 – Projection of Activities, Accomplishments, and Major Expenditures for Next Quarter Report

1. Start project at Heath Tecna.
2. Continue marketing for projects. We will contact several of our partners and explore improved ways to contact additional facilities for potential L&G work. Previous projects have come in largely through agency or MEP staff. We will contact our energy service provider and potentially other partners to consider new ways to attract facilities.
3. Request extension of grant. We would like some additional time to get out to companies and look for good projects.