

## Industry Incentive Grants

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An important goal of the Toxics Use Reduction Institute (TURI) is to encourage companies to consider, implement and share information about toxics use reduction (TUR) options. TUR options are often associated with modification or modernization of processes that use toxic chemicals. These opportunities can sometimes be difficult to take advantage of when associated payback period or return on investment does not meet company investment requirements. TURI offers incentive grants to qualified companies to implement process modification or modernization opportunities that would otherwise not be economically feasible.

### TURI Industry Incentive Grants

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For a company wishing to install and implement an innovative process modification or modernization, Industry Incentive Grants of **up to \$30,000** are available.

TURI seeks to award Industry Incentive Grants each fiscal year, and we request that Letters of Intent be submitted between June 1 and December 31 of each year to ensure project completion by June 30 of the following year.

To facilitate the process of receiving an Incentive Grant, TURI requests that companies submit a short letter of intent. The successful project will be related to a process modification or modernization technology that is ready to be purchased and implemented, and that will result in a demonstrable reduction in the use of toxic chemicals.

#### **Successful Industry Incentive Grants**

- *Have specific TUR benefits that can be measured and demonstrated,*
- *Are related to process changes that are relevant to other Massachusetts facility operations, and*
- *Are designed to enhance the competitive advantage of the facility.*

*These projects have strong support from upper management for completion and public demonstration.*

Because the overarching goal of this program is to disseminate information about TUR options widely throughout the Massachusetts manufacturing universe, it is essential that facilities receiving an Incentive Grant be willing to demonstrate their processes and share information about project elements that contributed to their success. Hosts may reserve the right to restrict access to sensitive areas of their facility while providing tours of the pertinent process areas.

### Letters of Intent

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Application for an Industry Incentive Grant is intended to be a competitive yet relatively simple process for Massachusetts companies. The application process begins with the submission of a brief letter of intent. Following receipt of the letter, TURI will contact the company directly to gather additional information needed to make a decision. Often this will include an on-site visit to better understand the proposed project and its potential benefits. TURI recommends that companies interested in exploring

the Industry Incentive Grant program contact TURI early in its fiscal year, which runs from July 1 to June 30 of the following year.

Letters of intent should include adequate information about the project, but do not need to be longer than two pages in length. Recommended elements of a letter of intent include:

- Contact information for the primary technical contact for the project;
- Description of the TUR process modification/modernization option being considered;
- Estimated total cost to implement this option, including capital expenses, additional training needs and other relevant costs;
- Amount of funding requested from TURI (not to exceed \$30,000);
- Proposed timeline for implementation of the project and conducting on-site demonstrations;
- Discussion of the expected TUR reductions and other benefits associated with implementation of this technique.

### Technology Demonstrations

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Once awarded an Industry Incentive Grant, companies are expected to begin implementation of their TUR project such that demonstration of the fully functional new process can be conducted in a timely manner (typically this is expected to be within 6 months of completion of the project, and no more than 9 months after the grant is awarded). TURI will provide limited assistance to the host facility in preparing for the on-site demonstrations, including preparation of the agenda and content. TURI will work with the grantee to prepare handouts, case studies and brief technical reports, as appropriate. These documents will be made publicly available via TURI's website ([www.turi.org](http://www.turi.org)).

For the on-site demonstration of the project, the grantee will have final approval of any on-site visitors. TURI will work with the host facility to identify appropriate legislators and high-level environmental officials and other dignitaries to invite to the on-site demonstrations. Maximizing the public outreach and recognition of an awardee's progress is an important benefit of this program.

Letters of intent to apply for an Industry Incentive Grant and/or questions about this grant opportunity should be directed to:

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To learn more about past Incentive Grants go to  
[www.turi.org/incentive\\_grant](http://www.turi.org/incentive_grant)



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