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or Honey & F
- Fruit Toast
or Honey & Ric
- Avacado & Fe
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Roast Cherry

Minnesota Industrial Byproduct Reuse Survey: *Results Summary*

Resource Management and Assistance Division | May 31, 2018



Survey conducted in partnership with MN DEED

About this survey

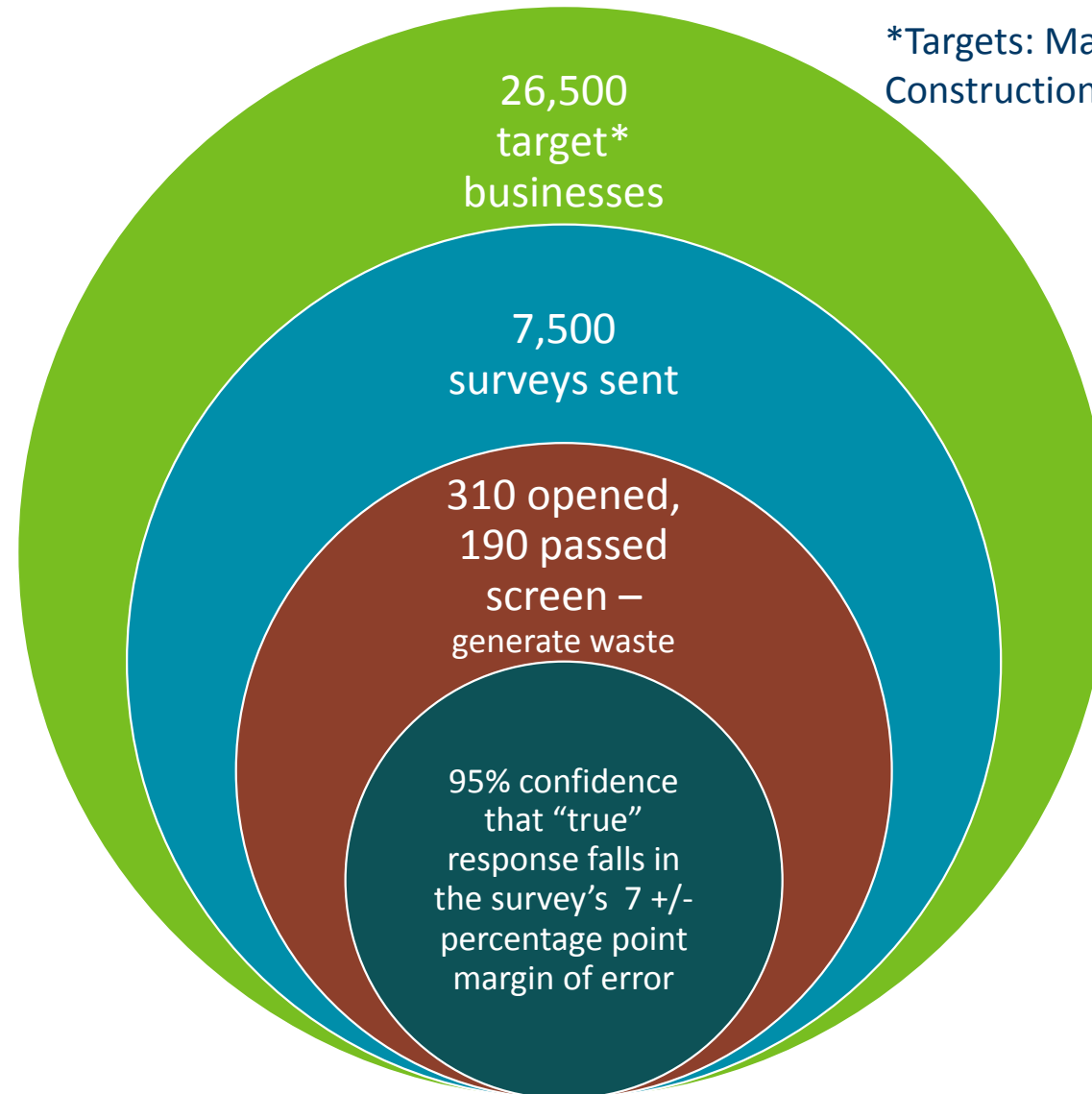
PURPOSE: To find out from Minnesota industrial businesses

- What sorts of industrial/production wastes and byproducts they generate
- What challenges they have in finding best uses or markets for their byproducts
- What services could help them find higher/better uses for their waste streams.
- What services could help them incorporate secondary materials into their production

METHOD:

- Conducted by e-mail March 29 – April 18, 2018

Survey sample and response



*Targets: Manufacturing, Ag/Forestry,
Construction, Mining, Utilities

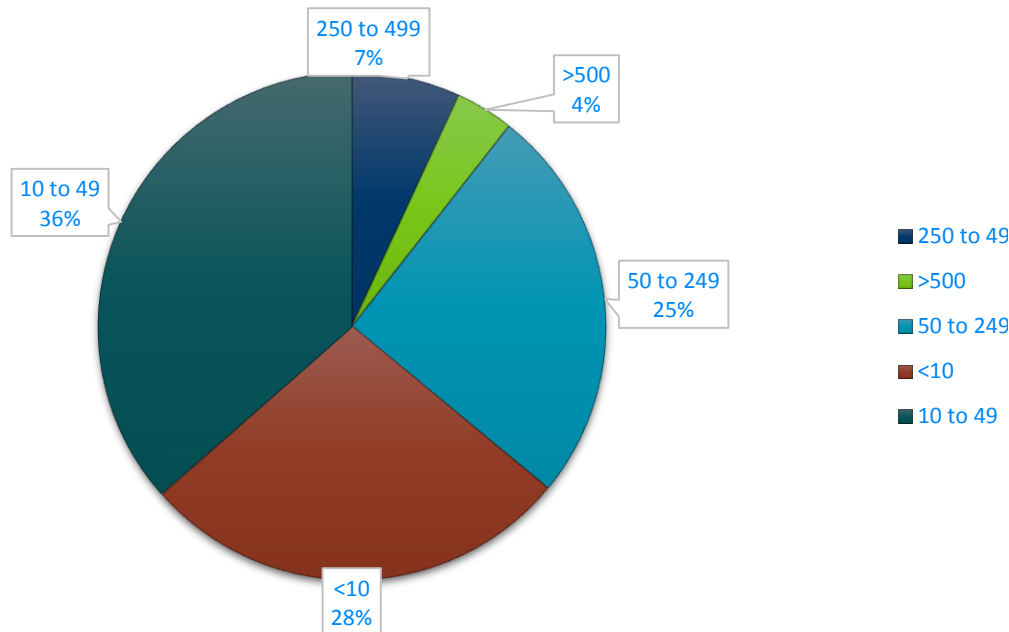
Thanks to DEED for:

- *Survey formatting and administration*
- *Use of Reference USA database*

Who responded?

- Of those who responded, most are small businesses <50
- Wide array of types of business

64% of respondents are businesses with fewer than 50 employees

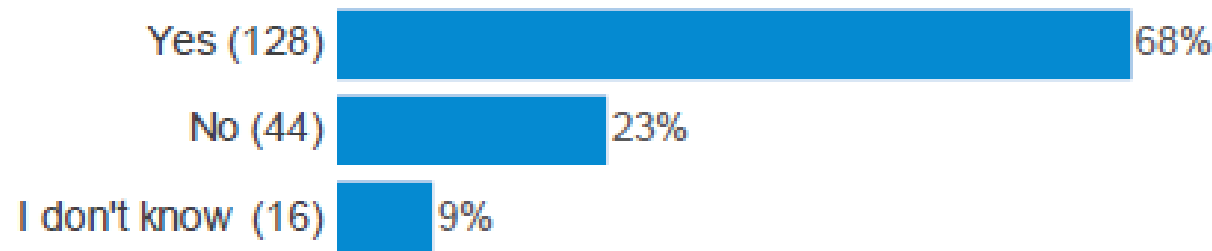


Which of the following best describes your business? (Select up to three):



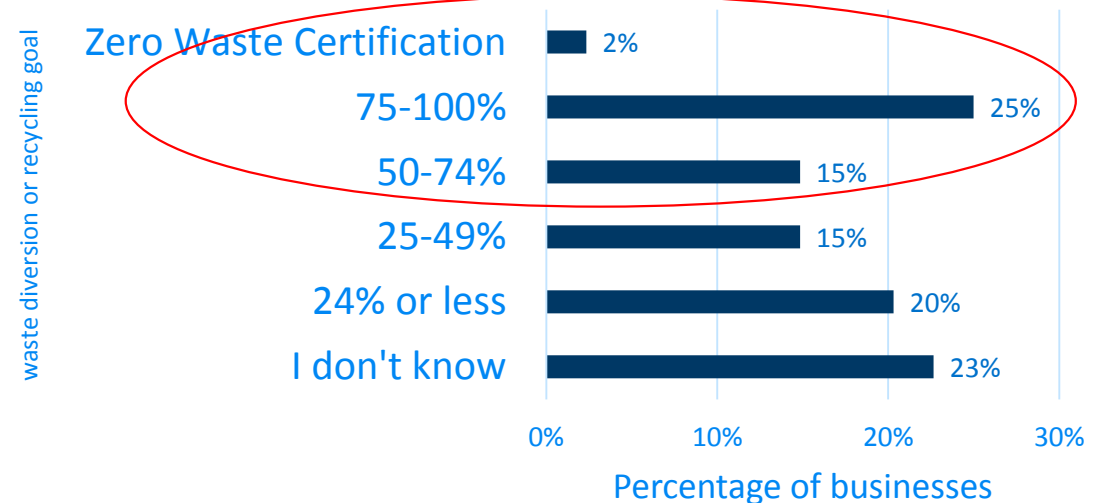
Most have a diversion goal

Does your business have a goal to divert waste from disposal?



Of those who have a diversion goal, 42% have a goal of diverting 50% or more. Many don't know their goal.

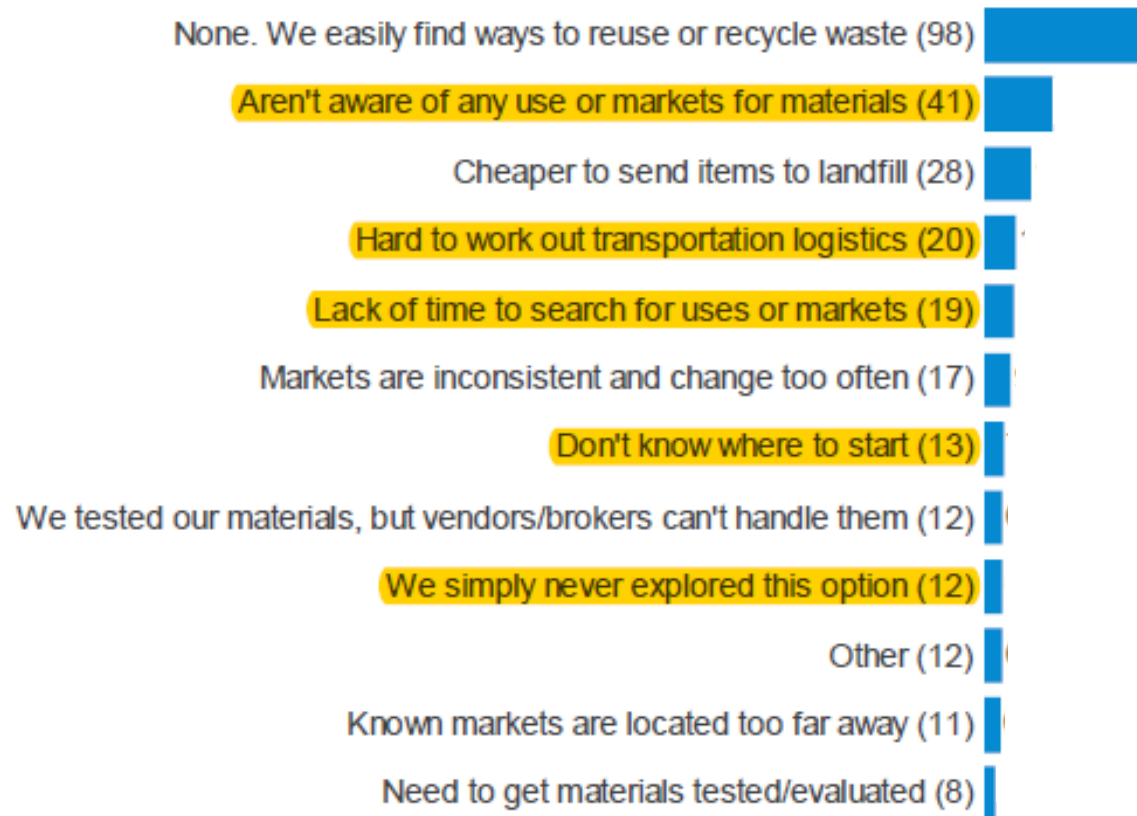
What is your waste diversion or recycling goal?



Challenges to reusing or recycling

- 98 out of 291 responses say they have no challenges.
- 105 out of 291 responses suggest that something like a Marketplace or market assistance could help with challenges to reuse or recycling.

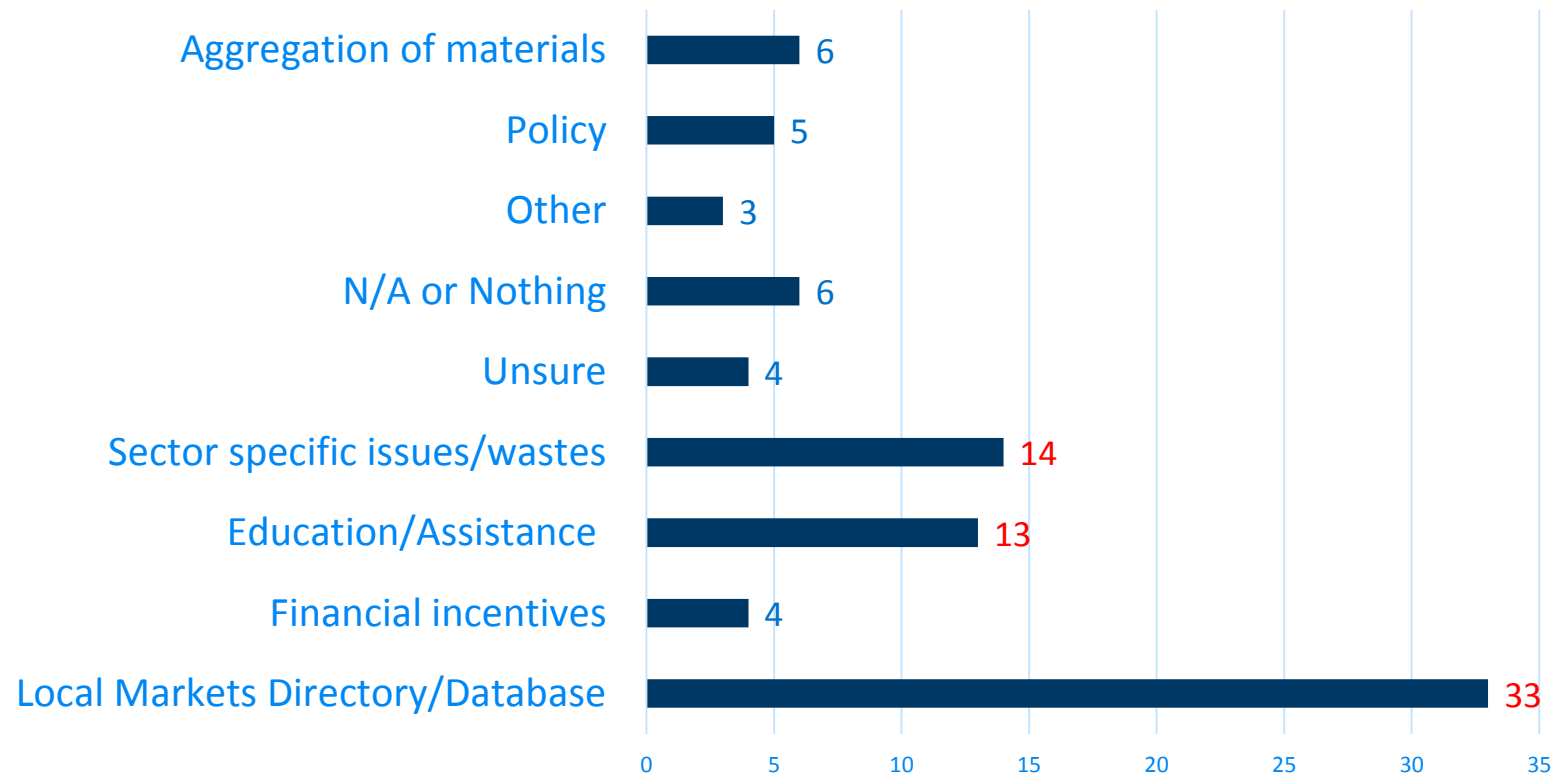
What challenges do you face when trying to find ways to reuse or recycle production waste materials? (Check all that apply).



How could the state help?

Q: If the State of Minnesota could do one thing to assist in *finding better reuse or recycling options* for your production waste...

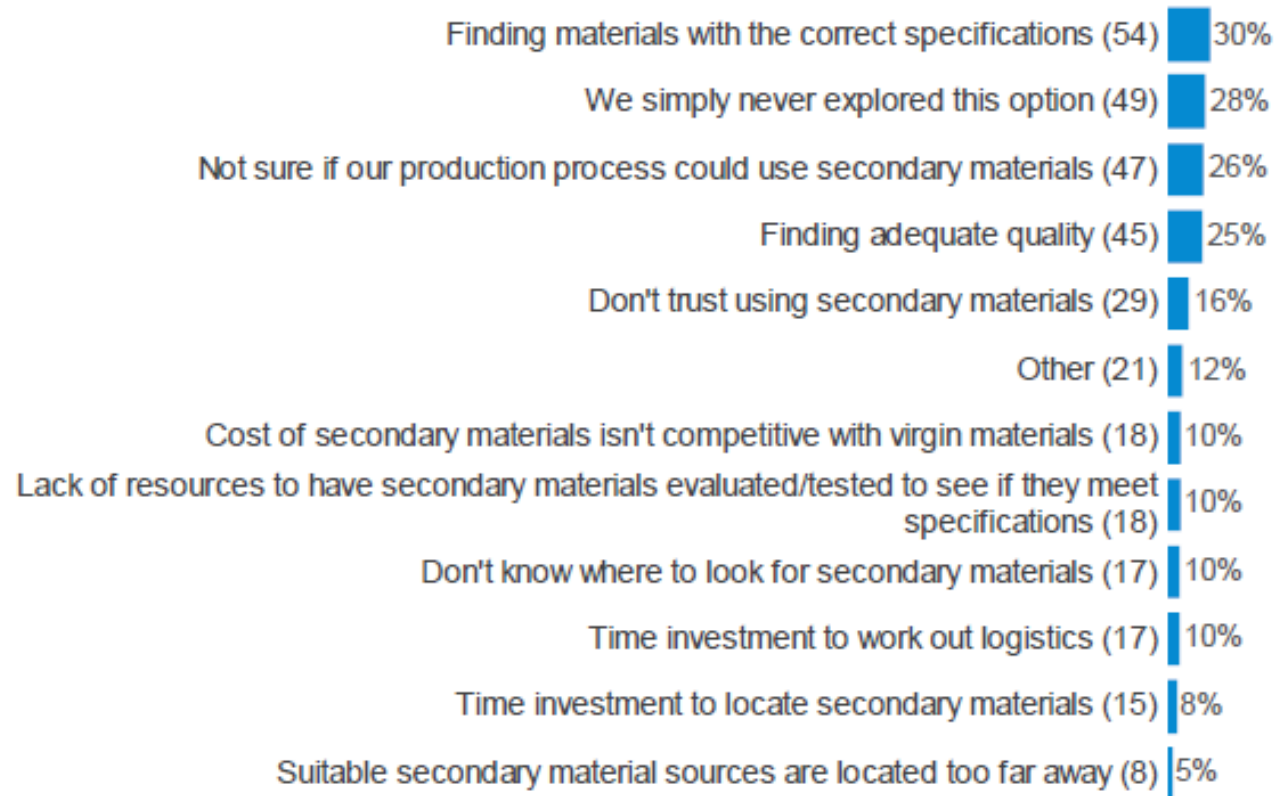
A: 68% of responses (60 of 88) related to marketplace or assistance



Challenges to *using secondary materials*

- Increasing use of secondary materials in production will need marketplace *and* technical assistance.
- Several commented that customers don't allow recycled feedstock.

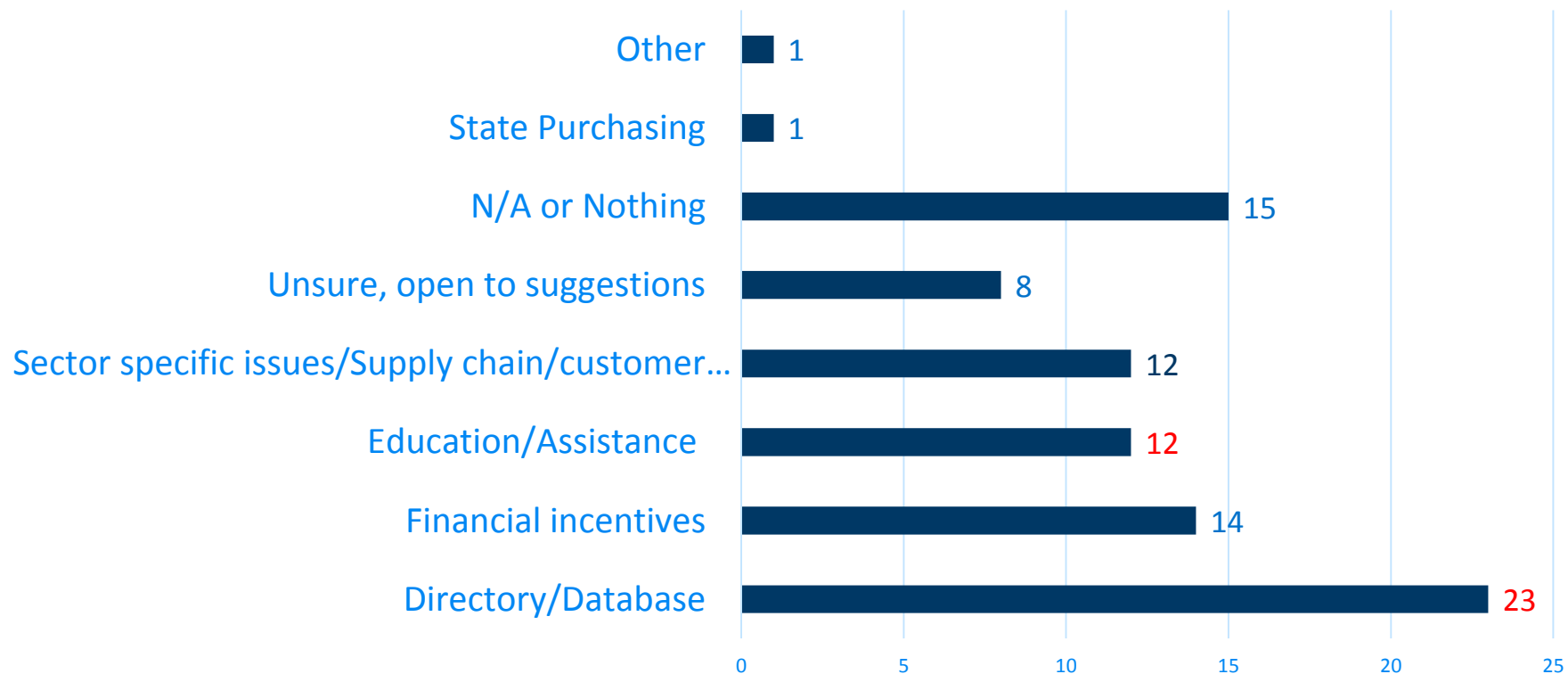
What are the biggest challenges you face in trying to source post-consumer or industrial byproducts for use in your production? (*Check all that apply*).



How could the state help?

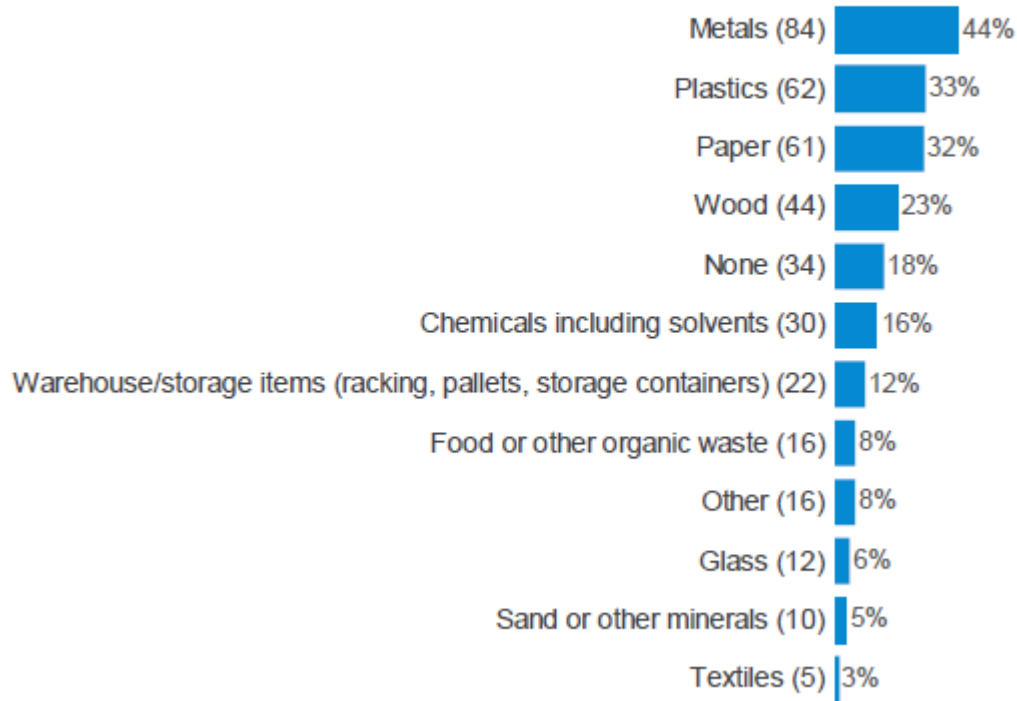
Q: If the State of Minnesota could do one thing to assist you in *using secondary materials* in your production...

A: 41% of replies (35 of 86) related to marketplace or assistance

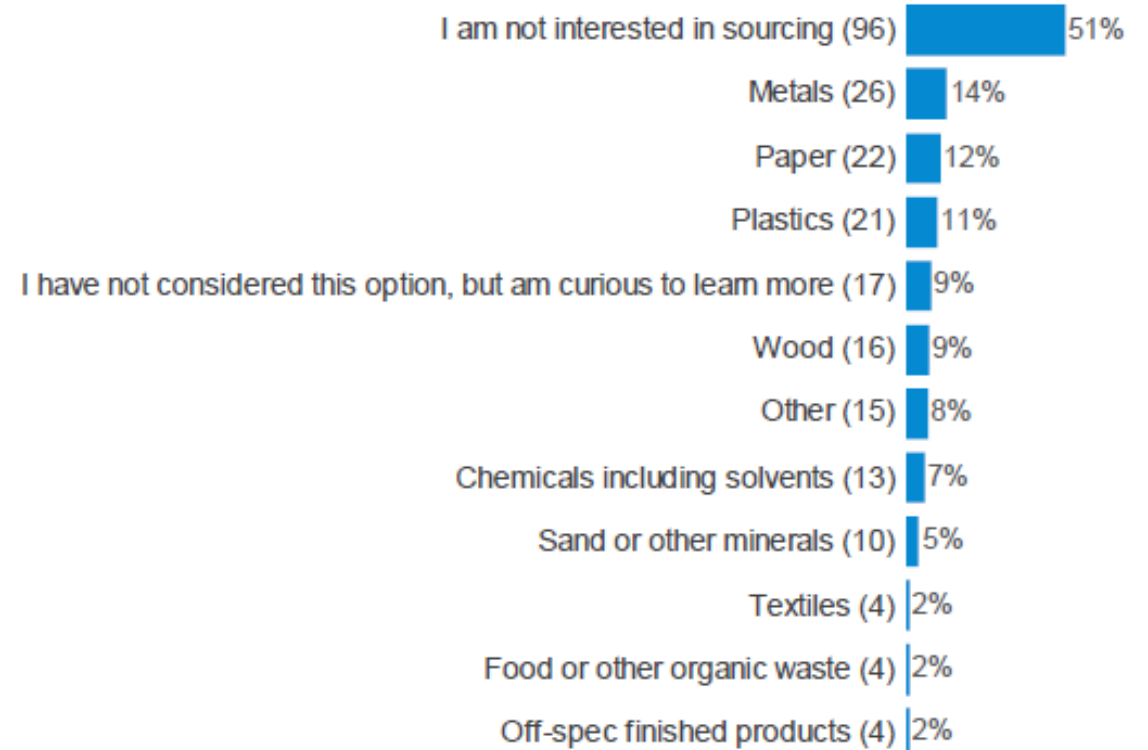


Top materials of interest: Metals, paper, plastics, wood

At your business, what types of production wastes are you interested in finding a secondary market for (either reuse or recycling)? (Check all that apply).

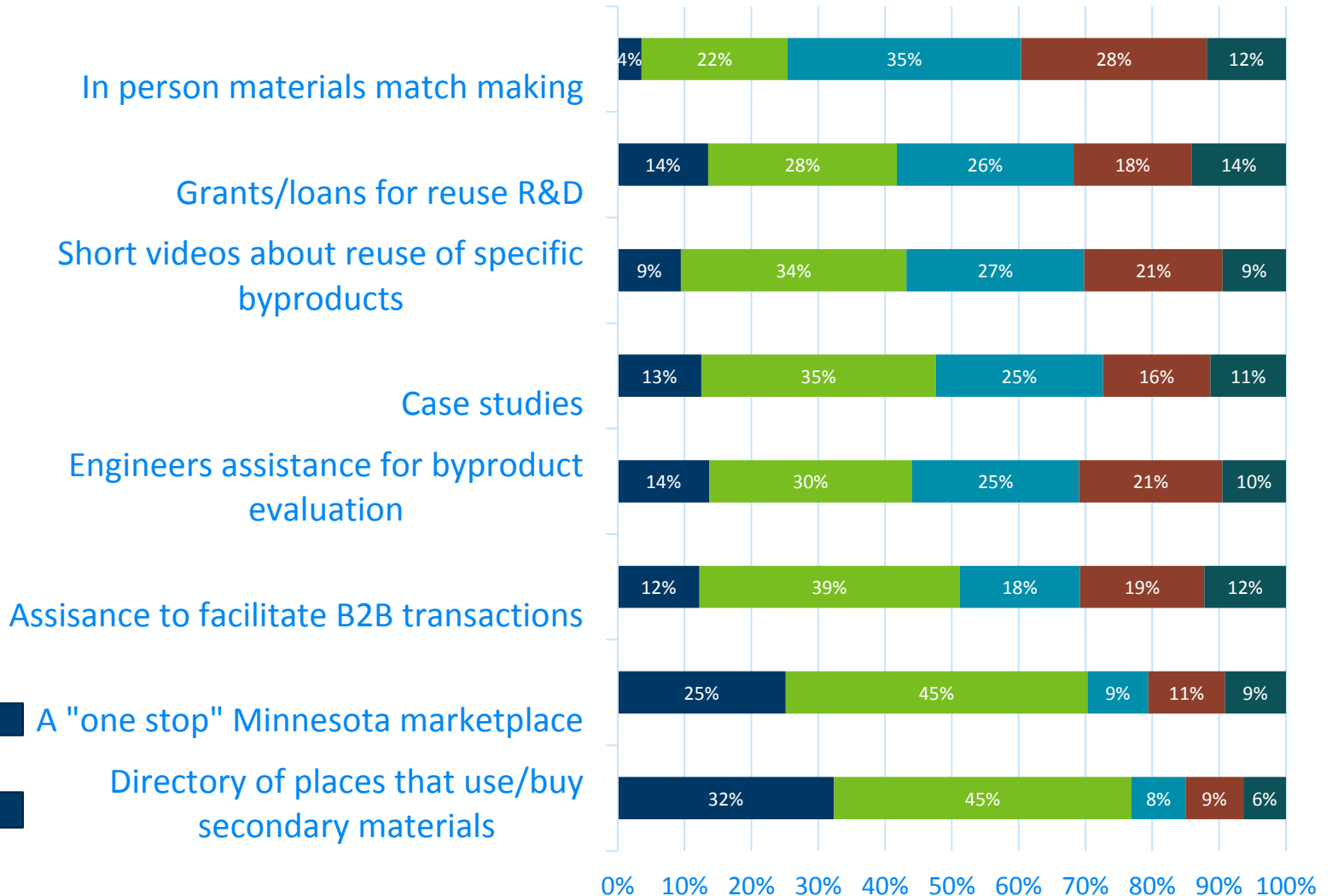
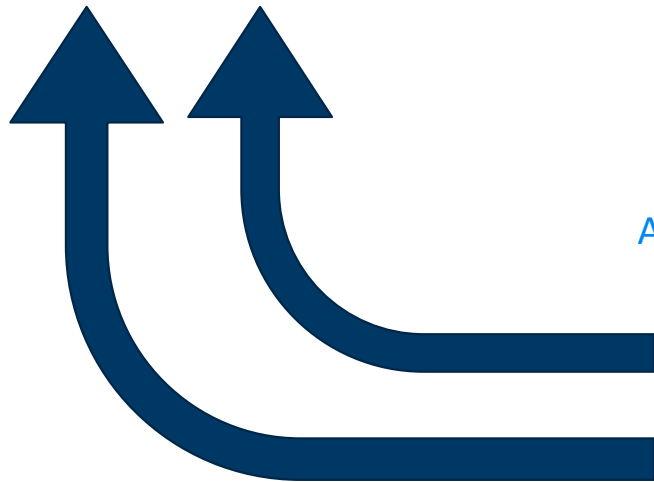


Thinking of the possibility of your business incorporating byproducts or post-consumer materials into your production, what types of byproducts or post-consumer materials might you be interested in sourcing for use in your company's production processes? (Check all that apply):



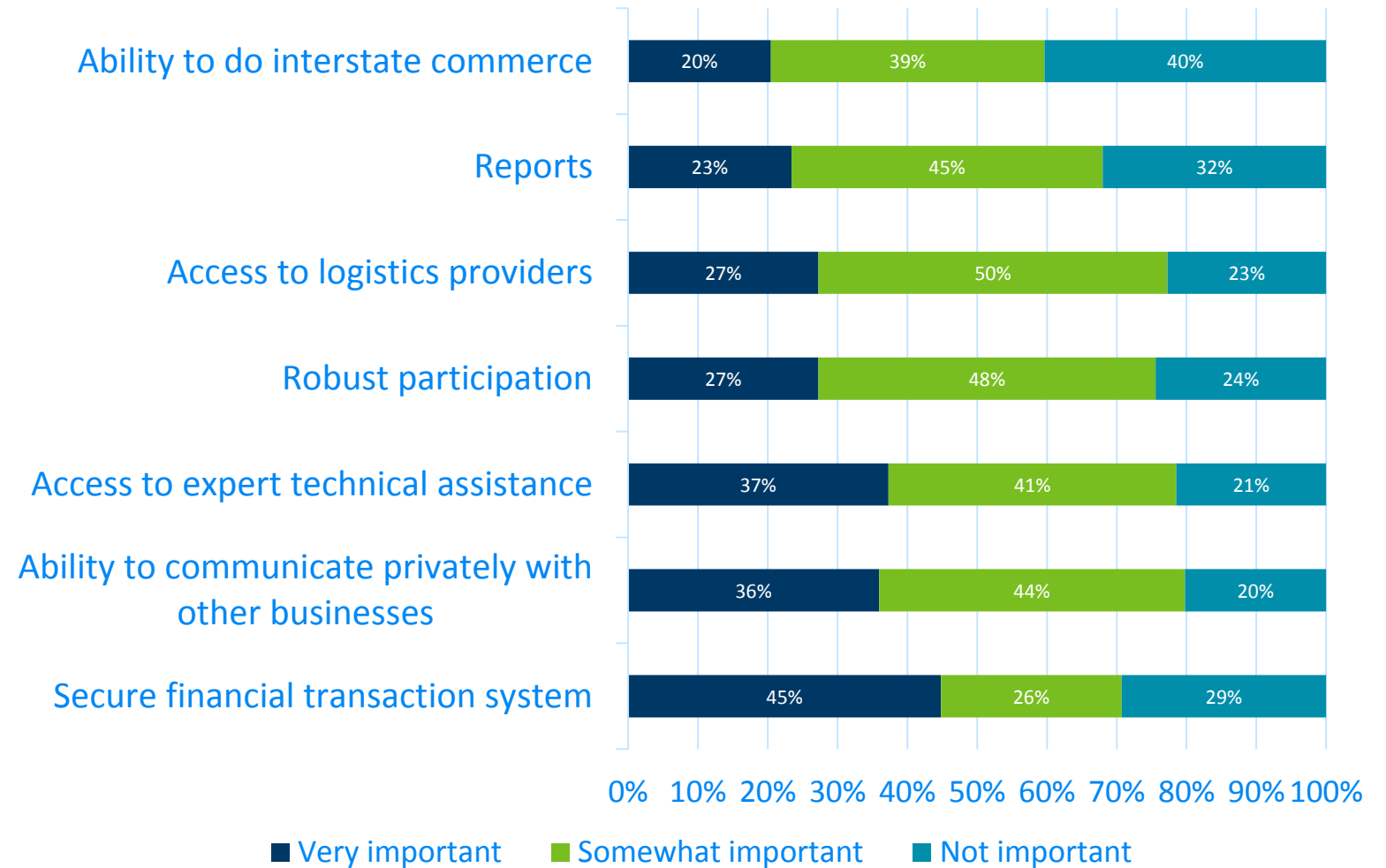
How likely to use the following services? (%)

- An *online directory* and *marketplace* were rated *most likely to be used*. Assistance is 3rd.



Importance of Marketplace attributes (%)

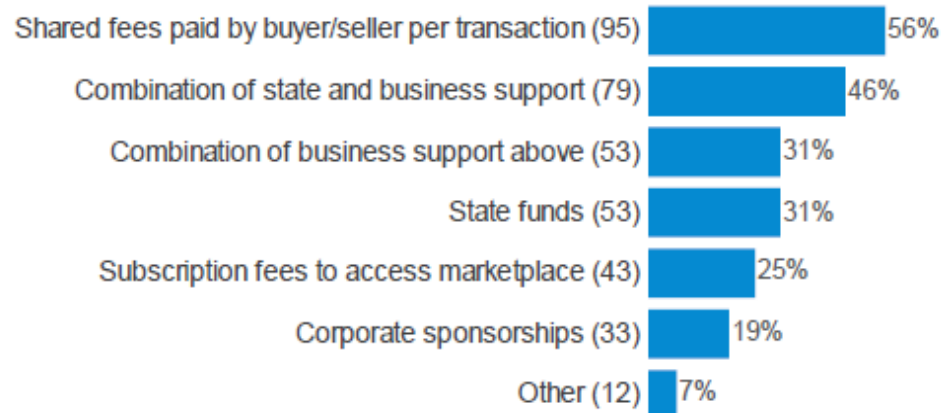
- Most respondents say the attributes that the Marketplace offers are very or somewhat important



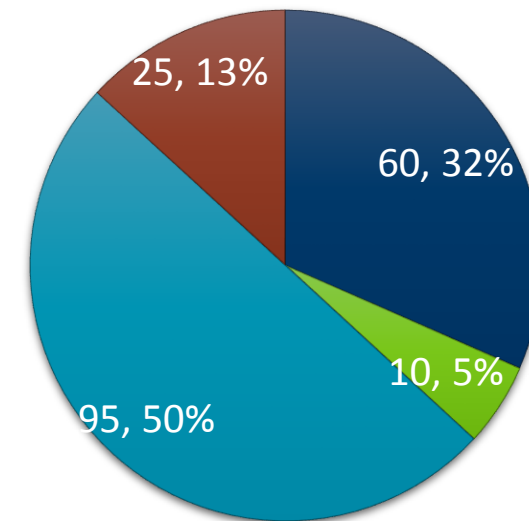
Funding preferences

- **Transaction fees** is most preferred *single* option

Establishing and running a marketplace could be funded in several ways. Please select your top three choices for funding:



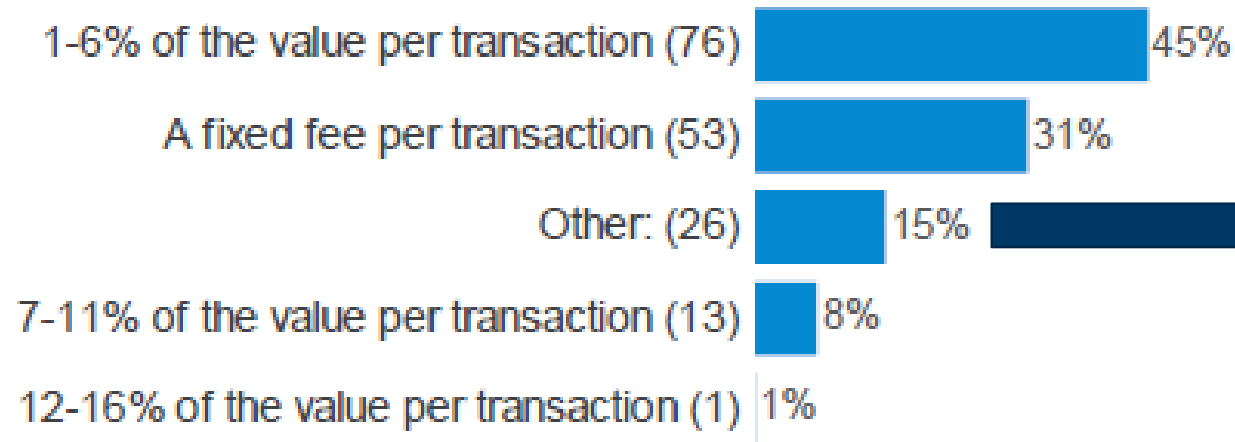
- But 50% of respondents chose some **combination of state and business funding** when looking at their *3 top choices together*.



- Some type of business funding only
- State funding only
- Combo of state & business funding
- No answer or not interested

What fees would market bear?

If there were a fee, what should it be?



Comments included that *fee should depend on the transaction*, that it has to *be cost effective* for the business, and that the *state shouldn't be involved*.



Gym Floor

Businesses
want
a secondary
materials
marketplace

Technical
assistance
is needed
too

There's a big
opportunity
to reuse
more

Conference Room

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