

# RECYCLING MARKET DEVELOPMENT GRANT ANNOUNCEMENT AND REQUEST FOR PROPOSAL (RFP) GUIDELINES

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The Indiana Department of Environmental Management (IDEM) announces grant funding availability through the Recycling Market Development Program (RMDP).

- **Grant Proposals will be accepted beginning Wednesday, May 7, 2025.**
- **Grant funding requests may range from \$50,000 up to \$500,000, with a fifty percent required cash match.**
- **IDEM must receive proposals by Wednesday, June 18, 2025.**

## General Information

The 2025 (Fiscal Year 2026) grant funding round will consider projects that increase recycling markets, education, and collection efforts in reaching the state's recycling goals.

Eligible candidates may seek a grant starting at \$50,000 and up to \$500,000, with a 50 percent required cash match. Successful applicants will be invited to enter into a grant agreement with IDEM to perform the work described within their proposal. Candidates will be selected based on the selection criteria identified in Attachment A. **Applicants should review this RFP in its entirety and, if needed, discuss their proposed projects with the grant program manager prior to submitting a proposal.**

The Recycling Market Development Board will make final funding decisions in the fall of 2025. Depending on the scope of work and cost per proposal, multiple projects are expected to be funded. Receipt of submission by IDEM does not imply a complete or successful proposal. Proposals forwarded, by IDEM, to the Board for review and consideration does not guarantee funding.

## General Requirements

Municipalities, solid waste management districts, non-profit organizations, higher education institutions, and public and private businesses located and doing business in the state of Indiana are eligible to apply for funding. Business entities applying for funding must be an established Indiana-based business, registered with the Office of the Secretary of State. All applicants must be in compliance with all federal, state, and local regulations.

Projects should focus on reuse, reduction, and recycling methods. Entities must maintain goals that are consistent with the state's interest and vision of proper solid waste management, including diverting priority materials from landfills for final disposal which could be reused or reprocessed. Priority materials include but are not limited to: plastics, mixed glass, organics, and electronics.

Only one proposal project, per applicant, is eligible for funding. For example, you could decide that you need equipment and outreach funding and submit two separate proposals, respectively. Both are eligible, but the board would consider only one for possible funding. Previous grant award recipients may not reapply until the following year or later after their grant has been closed.

## Ineligible Costs

Ineligible costs include but are not limited to: waste-to-energy projects; building/land purchases or associated building construction costs; personnel costs; consultant fees and travel, legal costs; licenses and permits; vehicles; and contract services for recycling collection. Exceptions include improvements to a

docking station or sorting/tipping area of a building for waste diversion purposes; contract services performed as part of research & development; tow motors, excavators, loader trucks and other specialized mobile equipment for dedicated use for the proposed waste reduction and/or recycling project.

Matching Funds Requirement

The RMDP requires a 50 percent cash match. For example, if an applicant’s project will incur an investment of \$200,000 total eligible costs, the applicant may apply for a \$100,000 grant and must have a match of \$100,000 in secured funds. This is termed a “50/50” match. Matching funds can be obtained through public/private partnerships and other non-state grant programs. **Organizations must have available funding for the total cost of the project.** Grant recipients will then be eligible to receive up to fifty percent (50%) of qualifying project costs through *reimbursement* from the state.

Project Duration

Sponsored projects must be completed within eighteen months from the agreed upon project start date.

Program Objectives and Priorities

Proposals for the Recycling Market Development Program should demonstrate an understanding of the changing economy for recyclers, looking at where monies can be used most effectively by businesses and communities to reach Indiana’s 50 percent state-wide recycling goal. Proposals should demonstrate a need for the project and include one or more of the following:

- An increase in recyclable material collection and/or utilization,
- A reduction in municipal solid waste shipped for final disposal,
- Improved partnerships with communities, including, not only economic impacts, but increased public awareness of recycling opportunities through tangible outreach and education efforts.

Deadline and Submission

**IDEM must receive proposals no later than Wednesday, June 18, 2025.** Customer service will be available until 3:00 p.m. ET. Incomplete proposals or proposals submitted after the closing date may not be considered for funding. All proposal documents must be submitted online by completing State Webform 56936 found at <https://www.in.gov/idem/recycle/recycling-market-development-program/> **and** uploading the project proposal and supporting documentation. It is recommended to save your progress by logging into the Access Indiana portal, where the Webform is hosted, when completing the application. The uploaded project proposal must include *all components detailed in the following proposal guidance* and have the following name criteria: Organization Name\_RMDGrant Proposal.pdf. Ex/Recycling Rocks Inc\_RMDGrant Proposal.pdf. Supporting documents should follow the same naming criteria. Ex/ Recycling Rocks Inc\_RMDGrant Quotes.pdf

Once the proposal has been submitted via the online portal, you will receive direct confirmation. If receipt of submission is not received by email, applicants must contact RMDP staff in order to confirm receipt.

Key Dates: *Dates for the following activities are target dates only. Board dates may be subject to change.*

Activity	Date
Posting of proposal information via IDEM <a href="#">Recycle Indiana</a> web site	May 7, 2025
<b>Deadline for Submission of Proposals</b> <i>Customer service will be available until 3:00 p.m. EST</i>	<b>June 18, 2025</b>
Approval of Awards by the Board	October 23, 2025
Contract Approval (Target Date)	March 2026

## Evaluation Procedure

### Selection Criteria

Selection of proposals for presentation to the Board will be made based on the program objectives and priorities. The selection team will be comprised of IDEM staff with past experience reviewing RMDP grant recipients. **Proposals will be evaluated in accordance with the criteria listed in Attachment A.** Each proposal will be given a numerical score, and if eligible and complete, will be forwarded to the Board for funding consideration and approval.

### Selection Notification

IDEM's notification to the **successful** applicant(s) will be made via email. The notification will advise the applicant that the proposed project has been successfully evaluated and recommended to the Board for award consideration at the next board meeting. The notification will be made to the designated grant manager/contact. Successful applicants must be present at the board meeting to be available to respond to specific questions or clarifications needed regarding a project.

The notification that the applicant's proposed project has been recommended to the Board for award consideration is **not a funding award** or an authorization to begin implementing the project.

### Awarded Projects

The project must be awarded by the Board before the project can be implemented. After Board approval, IDEM staff will develop a contractual grant agreement. *This process can take up to three months. An agreed upon project start date will be incorporated into the grant agreement. Any purchases made before the project start date will not be eligible for reimbursement. Reimbursements cannot be approved until the grant agreement has been executed upon the last signatory.*

## Responsibilities of the Grantee

Upon Board award, Office of Program Support (OPS) staff will develop a contractual Grant Agreement (the "Agreement") between the state and the applicant (the "Grantee"). After this paperwork is properly completed and approved by all parties, OPS will route the Agreement through the state signature process. The Agreement must then be approved and signed by the Grantee, IDEM, the Indiana Department of Administration, the Indiana State Budget Agency, and the Indiana Attorney General's Office. The execution date of the grant will be the date on which the Agreement is signed by the Attorney General's Office.

Execution of the Agreement may take up to three months to be completed. To avoid delay in an organization's process or plans, please keep in mind the application deadlines when applying for the grant and allow adequate time for execution of the contractual agreement before expenditures are made.

### Funds Disbursement

Grant recipients may receive up to fifty percent (50%) of the total project costs through reimbursement from the state. This means that after the agreement has been executed through the state signature process the Grantee may incur grant-related expenditures, submit the appropriate reimbursement documentation to IDEM, and be reimbursed up to one-half of the amount of qualified invoices submitted.

### Subcontracting

All expected subcontracting should be identified within the project proposal with the subcontractor's scope of work identified. It is the responsibility of the Grantee to ensure all subcontractors comply with all federal, state, and local regulations.

### Reporting

A progress report is required six months and twelve months after execution of the grant agreement that summarizes the technical progress, planned activities, and a summary of expenditures. A final report is required a minimum of ten (10) business days prior to the expiration of the grant agreement.

In addition, grantees may be required to submit an annual report via the Re-TRAC Connect online reporting system to IDEM on the amount and type of recyclables they process from Indiana's waste stream for shipment by destination category (Indiana recycler facilities, broker arranged, and manufacturers/end users).

### Event, Print Materials, and Signage Guidelines

Upon awarding a Recycling Market Development grant, the grantee is responsible for recognizing the funder on print materials and signage and to include IDEM representation in any celebratory event(s) relating to the project.

### Final Products

**All projects sponsored under this request are to be completed no later than eighteen months from the execution of the grant agreement.** IDEM will continue to reimburse grantees until 90 percent of the grant award amount has been expended. The final 10 percent of grant funds may be held until an acceptable final report has been received by IDEM. Grantees of funded projects will submit a final report to IDEM in electronic form via email to [RMDPgrants@idem.IN.gov](mailto:RMDPgrants@idem.IN.gov) for acceptance and approval a minimum of ten (10) business days prior to expiration of the grant agreement. All data collected, compiled, or calculated must be submitted. Final project information will be placed on the IDEM website at IDEM's discretion and are subject to the Access to Public Records Act (IC 5-14-3).

### Questions/Inquiry Process

All questions/inquiries regarding this solicitation for proposals must be submitted by email to [RMDPgrants@idem.in.gov](mailto:RMDPgrants@idem.in.gov).

# Proposal Guidance

***The following outline indicates what applicants MUST include in their proposal for their application to be considered complete. Proposals that fail to provide all of the required information or that fail to follow the following format may not compete well and may not be considered for funding.***

## Proposal Formatting

A proposal should have a one-inch margin, with no smaller than 11-point font size, and be in Times New Roman or Arial font.

## Proposal Components

The proposal's submission must include the following components:

### A. *Project Description/Scope of Work:* (Recommended not to exceed seven pages)

1. Detailed project scope of work, description of specific actions and methods to be taken and the responsible institutions. Please be as specific as possible and include a detailed plan with supporting information such as estimated type and amount of waste diverted from landfills as a result of the project, partnering organizations, letters of support, or any education and outreach associated with the project.
2. Project Rationale: Demonstrate the need for the project and why the proposed project is important in achieving the RMDP goals.
3. Description of the roles of the applicant and partners, if any.
4. Description of the applicant's organization and experience related to the proposed project.
5. Description of staff expertise/qualifications, staff knowledge, and resources, or the ability to obtain them, to successfully achieve the goals of the proposed project.
6. Estimated and reasonable timeline for the various tasks associated with the proposed project. Project period: Estimated start and end date. The start date should not be set before January 1, 2025, to allow time for grants to be awarded and grant agreements to be executed. (Please keep in mind that all projects must be designed to be completed within eighteen months of the agreed upon start date; if an extension should be requested, they will be reviewed on a case-by-case basis.
7. Summary of all required federal, state and local permits, licenses, authorizations, etc. and their current status. All applicants selected for funding consideration are subject to a compliance review to ensure they are meeting applicable permitting and regulatory requirements. Prospective grantees found to be out of compliance must resolve all compliance issues and submit proof of compliance before receiving a grant award.
8. Environmental Results: Potential outcome(s) of proposed project, which can include diversion rates, energy savings, and other benefits such as improving air, land, and water quality or advancing technology trends in recycling.

B. *Past Performance:* Please submit a list (no more than five) of any state funded assistance agreements similar in size, scope, and relevance to the proposed project that your organization has performed within the last three years. Please describe your history of meeting reporting requirements under those agreements, including whether progress towards achieving the expected outputs and outcomes of those agreements were reported on in an adequate and timely manner (and if not, explain why not), as well as whether you submitted acceptable final technical reports under the

agreements. **If your organization has no past performance for the proposed or similar project(s), please provide a statement that you have not received other state grants or other similar grants. Failure to provide this information may result in a score of zero for this factor.**

- C. *Cost Share/Match*: Please provide proof of funds to cover the entire costs of the proposed project. Example documents accepted for proof of funding include approved organizational budget sheets for the appropriate fiscal year(s), financial statements, letter of support from appropriate leadership, or a statement from the bank for the approved loan amount or balance of account.

Also, identify if any funds for this project will be matched by another partner organization or grant. Please note that because the RMDP is a state funded program, funding from other state programs cannot be used to match funds for this grant program. If additional funding from other sources will be used in matching the RMDP grant, documentation must be provided showing that these funds have been approved for immediate use. Presentation of an acknowledgement letter from another source showing receipt of a grant application, but not indicating funding is secured or awarded for your project, does not count as matching funding.

- D. *Detailed Budget Narrative*: This should include a cost breakdown by task in conjunction with the task-by-task timeline requested under B.6. In addition, the project budget **must** be provided in a table format following the example shown below. **(Please round costs to the nearest dollar).**

**The Budget Narrative must include a table of grant project costs, copies of quotes for all listed costs in the table for related equipment, supplies, services, and other relevant purchases.** Project proposals that do not include a budget table and all associated quotes may not be considered for funding.

<b>Project Purchase</b>	<b>State Grant Award</b>	<b>Applicant Cash Match</b>	<b>Project Total</b>
Equipment: Recycling Carts for Commercial Recycling Program (100 carts @ \$55 each)	\$ 2,750.00	\$ 2,750.00	\$ 5,500.00
Equipment: Bailer including conveyor system, electrical, and installation	\$ 215,000.00	\$ 215,000.00	\$ 430,000.00
Supplies: Labels for Carts and Signs for Recycling Sites	\$ 206.00	\$ 206.00	\$ 412.00
Education: Program Brochures (Design and Printing)	\$ 125.00	\$ 125.00	\$ 250.00
<b>Total</b>	<b>\$ 218,081.00</b>	<b>\$ 218,081.00</b>	<b>\$ 436,162.00</b>

- E. *Business Plans* (required for businesses purchasing equipment)  
 Businesses requesting funds for equipment purchases must provide a complete business plan with their proposal submission. Business plans must include Net Present Value information to indicate the fiscal impact to future activities. Examples and walkthrough exercises to complete a business plan may be found at the U.S. Small Business Administration at: [https://www.sba.gov/tools/business-plan/1?from\\_mobile=true](https://www.sba.gov/tools/business-plan/1?from_mobile=true) or find additional assistance through Indiana’s Small Business Development Center at: <https://isbdc.org/services/start-your-business/>.

Scoring Criteria

Applicants should review the evaluation criteria provided in Attachment A, ensuring that the grant proposal is written with scoring criteria in mind.

Attachment A: Proposal Evaluation Criteria

<b>RMDP Proposal Evaluation Criteria</b>	
<b>Conformance with the goals and priorities of the Recycling Market Development Program</b>	
<i>The work proposed would further progress the priorities of the RMDP.</i>	
<i>The overall goals of the RMDP are:</i>	
A. Increase the amount of recyclable materials recovered from the solid waste stream for the purposes of: (1) use or reuse; (2) conversion into raw materials; or (3) use in the production of new products.  Materials include: 1) Glass 2) Metal, including white goods (ferrous) 3) Metal (non-ferrous) 4) Paper and paper products (all grades) 5) Plastic and plastic products 6) Single stream recyclable materials 7) Any other distinct type of recyclable material not specified in 1) through 6)	20
B. Reduce the amount of materials discarded or ending in final disposal by improving the collection means and/or preparation for processing of recyclable materials to meet the state of Indiana's 50% recycling goal. This can include projects that better curbside collection, refine manufacturing processes, or increase awareness of business and community recycling opportunities through public outreach and education campaigns.	20
C. Positively impact local economics. In a circular economy, recycling would not only enhance collection of materials for reuse and recycling, and increase materials and markets for recyclers and manufacturers, but help the local economy create products and jobs. Eligible projects located in economically distressed areas providing wages greater than the county's average will receive additional consideration.*	15
D. Environmental Impact. This includes reviewing the type and amount of materials to be recycled or reduced, energy savings, and permits received or in process (if applicable). In addition to improvement to air, water, or land quality or advancing emerging technology trends in recycling. Additional consideration will be given to projects that increase landfill diversion of priority materials. (See priority materials listed under general requirements.)	10

***Each project does not need to address all of these priorities, but they should form an important component of an overall regional effort toward achieving them.***

<b>Need for the proposed work</b>	
The proposal demonstrates that there is a large need within the community for the proposed work. Gaps in current knowledge or infrastructure that will be filled should be identified and the importance of filling these gaps explained. The work should result, directly or indirectly, in an increased availability of recyclable materials for processors and/or recyclable products for citizens.	10
<b>Appropriateness of budget</b>	
The suggested budget is reasonable and is in line with the work proposed and with expected benefits.	10
<b>Integration with management efforts</b>	
The project will facilitate environmental management efforts by engaging appropriate partners such as businesses, government agencies, academia, community groups, or stakeholders to increase and continue opportunities for recycling projects, products, and markets, as well as recycling outreach and education activities.	10
<b>Integration with prior and concurrent work and capacity-building for future work</b>	
The proposal takes into account similar prior and concurrent work. Whenever possible, efforts to form synergies with such work are made and duplication is avoided. The work is designed in a way to facilitate use of resulting information in future projects. The project should allow for additional research and development.	5

*(\*Information based on Stats Indiana at <http://www.stats.indiana.edu/>; economically distressed counties reviewed as the bottom 20 below Indiana's mean income.)*