

The Advantage

A win-win for businesses, agencies, the environment, the economy, and society—Saves time, saves money!

For Small Businesses:

- Saves Time
- Saves Money
- Increased Compliance
- Healthier Working Environment

For States:

- Stronger Economy
- Business-Friendly Atmosphere
- Meeting the Customers Needs
- Healthier Population

For the Environment:

- Cleaner Air
- Cleaner Water
- Cleaner Land

Featured Success Story: OHIO

The Challenge:

Ohio's Governor challenged Department Directors to find ways to increase jobs in the state.

The Opportunity:

The Environmental Director (OH EPA) focused on increasing jobs for small businesses.

The Plan:

Merge the compliance assistance programs—including their money and staff—to form a comprehensive environmental assistance program.

The Advantage:

“Combining these functions enables Ohio EPA to expand its services with no new funding.”

Comprehensive Environmental Assistance

Helping Small Businesses Manage Their Air, Water, & Waste Issues



Better for Business
Better for States
Better for the Environment

Small Businesses

A Powerful Economic Driving Force

- Small businesses make up 99.7% of all US businesses, with 90% of U.S. businesses employing fewer than 20 staff.
- Over 75% of new jobs are generated by small businesses.
- Small businesses represent 97% of all exports and 52% of private sector products in the U.S.

State Small Business Assistance Programs

Small Programs with Big Impacts

- Small Business Assistance Programs (SBAPs) have been providing air-only compliance assistance to small businesses for over 10 years.
- Using average budgets of \$300,000 and average staffs of 4 full-time employees, the SBAPs helped over 5 million small businesses between 2001 and 2003.
- SBAPs are funded by the states and receive no federal funding.

SMALL BUSINESSES TELL US THERE ARE ONLY ENVIRONMENTAL ISSUES—NOT AIR ISSUES, WATER ISSUES, AND WASTE ISSUES.

The Challenge

Too Many Places to Go to Get the Answers Small Businesses Need—Time is Money!

For Small Businesses:

- Time-Consuming: Separate offices for air, water, and waste issues make it difficult for businesses to get their answers quickly.

“Small business operators don’t have time to run around chasing down regulations!”

- High Compliance Costs: Environmental compliance costs are the largest regulatory cost to small businesses—almost 50%.

Regulatory Costs By Firm Size, per employee:		
	SMALL (<20)	LARGE (>500)
Environmental Regulations:	\$3,296	\$710
All Federal Regulations:	\$7,647	\$5,282

For States:

- Inefficient Use of Resources: Separate air, water, and waste offices repeat functions and tie staff to redundant tasks.
- Not User Friendly: Decentralized air, water, and waste offices give small businesses “the runaround.”

For the Environment:

- Involuntary Pollution: Small businesses struggle with environmental compliance, resulting in unintended air, water, and waste discharges.

The Opportunity

Comprehensive Environmental Assistance—A better way to do it!

—Small businesses need it

—States want it

—The environment benefits!

- Offering a one-stop compliance assistance service provides small businesses with the compliance assistance they need to meet all environmental regulatory requirements, not just air issues.
- The transition from an air only program to a comprehensive one is the next natural step in the evolution of the State Small Business Assistance Programs:
 - Eleven states have passed laws to move from air-only to a comprehensive assistance program.
 - Many more are anxious to provide comprehensive assistance!



“Access to Comprehensive Environmental Assistance in your state is every small business person’s dream. We call it the one-stop shop for all your help—like a super store.”

“Offering air, water, and waste assistance for small businesses in one place is just plain common sense!”