

SACRAMENTO COUNTY

BUSINESS ENVIRONMENTAL RESOURCE CENTER

**Promoting Environmental Quality and
Business Success**





WHAT IS BEREC?

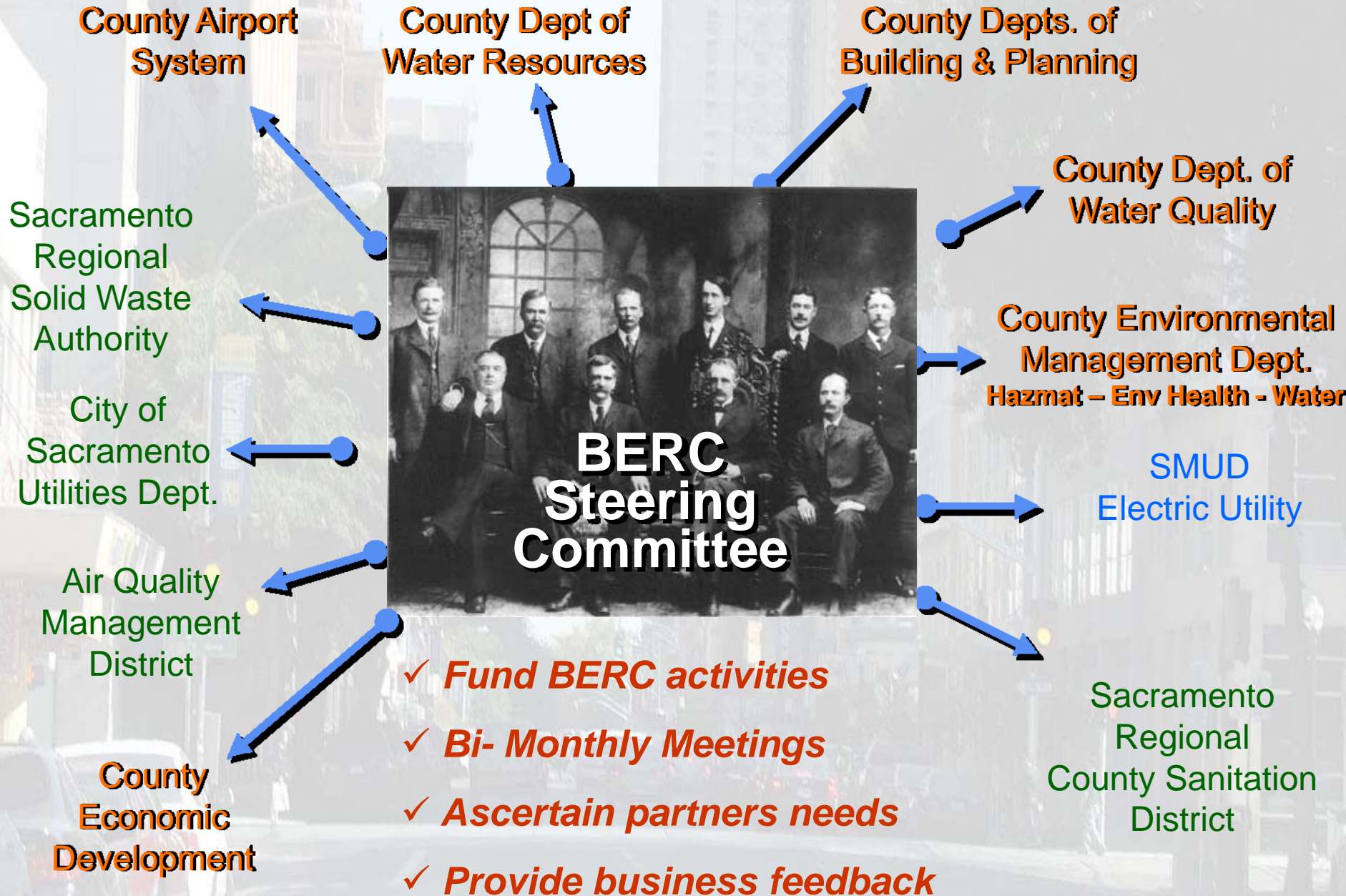
WHAT IS BEREC?

BEREC is a free and confidential technical resource center provided on behalf of local government.

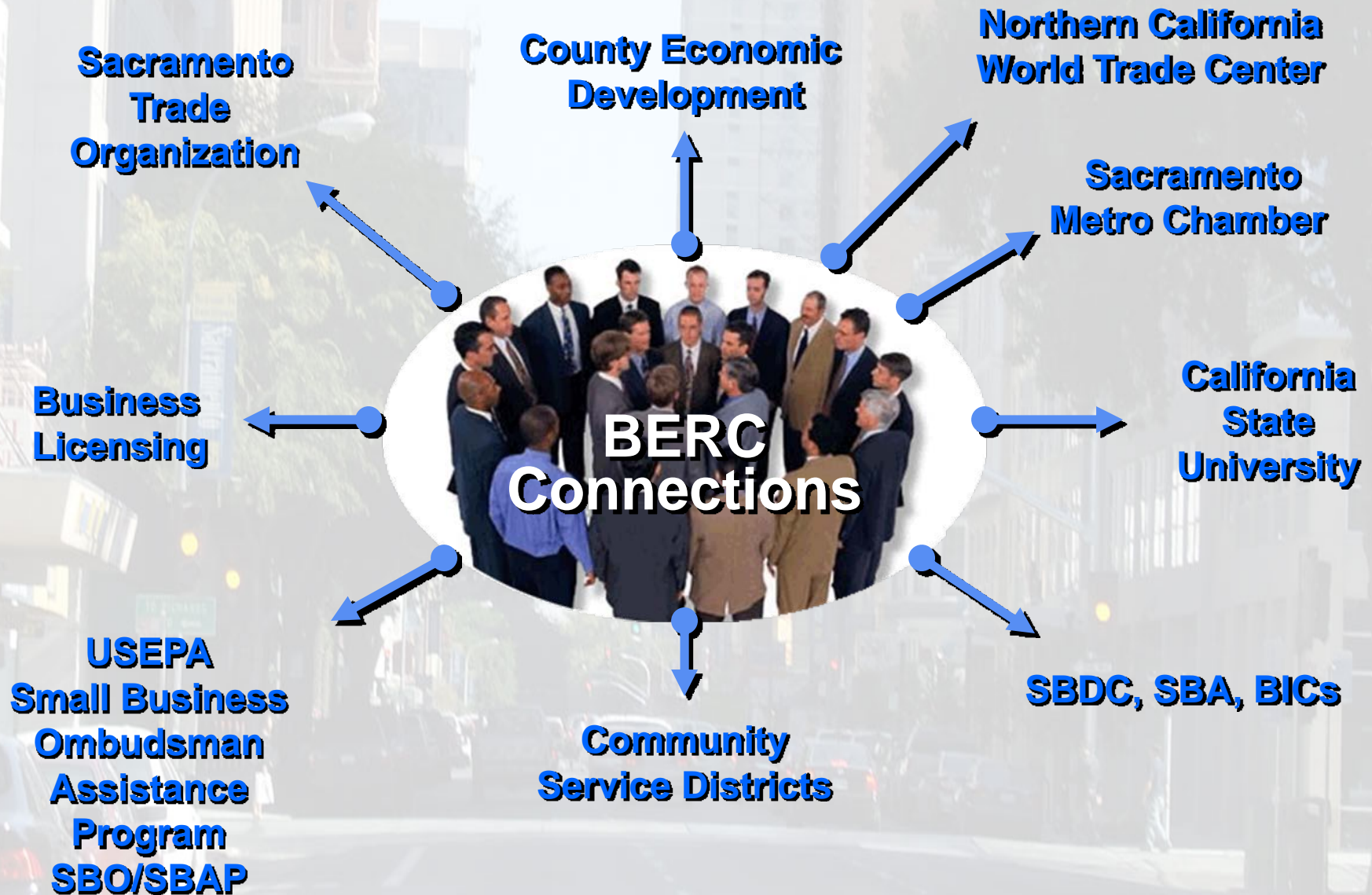


BERC PARTNERS AND CONNECTIONS

BERC PARTNERS AND CONNECTIONS



BERC Connections



WHAT **BERC** DOES



BERC Helps businesses who are:

- **Struggling to understand regulations and requirements for operating their business**
- **Confused about who to call for what permit**
- **Needing assistance to make sure their business stays compliant with new laws**

WHAT BERG DOES?



- **Technical and Regulatory Assistance**
- **Ombudsman Services**
- **Outreach and Education**



Ombudsman Role

- **Mediates to resolve business complaints & disagreements with govt.**
- **Help to find equitable solutions**
- **Strive for win/win outcomes**





BERC PROGRAMS

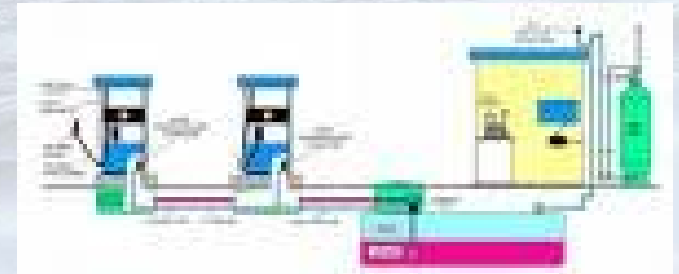
Gasoline Station Air Quality Upgrade

- Air Quality District & BERC began outreach in Jan 2008
- 400 stations countywide.
1% had upgraded in Jan 2008
- April 2009 deadline for Enhanced Vapor Recovery (EVR) Phase II upgrades
- Estimated cost \$60 – 90k per station



Gasoline Station Air Quality Upgrade

- BERC assisted gasoline station owners, operators and contractors to secure upgrade permits
- BERC coordinated meetings with agencies involved in the permitting process for EVR Phase II upgrades:
 - Building,
 - Planning,
 - Environmental Management,
 - Fire,
 - Air Quality,
 - Economic Development
- State Water Resource Control Board – loans & grants
- Held EVR workshops throughout county & in cities
- 85% of stations met deadline



Recycling Market Development Zone



Recycling Market Development Zone

- Recently facilitated local startup Fiberwood LLC in obtaining \$475,000 loan in July 2007 for new McClellan plant, producing Hydromulch from waste cardboard.
- \$1,500,000 loan in 2009 to Tri-C Manufacturing *Tire Recycling* Division in West Sacramento

Sacramento Brownfield Assessment Project

Brownfields are abandoned, idled, or under-used industrial and commercial facilities where expansion or redevelopment is complicated by real or perceived environmental contamination.



Promoting Neighborhood Revitalization

Sacramento Brownfield Assessment Project

The implementation of two U.S. Environmental Protection Agency (EPA) grants from 2006 - 2008, for a combined total of \$400,000, resulted in:

Six (6) Brownfield Workshops

- Over Two Hundred (200) clients assisted**
- Twenty-six (26) environmental consultations for individual property owners**
- Thirteen (13) Phase I Environmental Site Assessments**
- Twelve (12) Phase II Environmental Site Assessments**

Sacramento Sustainable Business Program



Sustainable Businesses Pledge To....



Conserve Energy



Conserve Water



Prevent Pollution



Reduce Waste



Implement Green Building Practices

Display Certificate at Business



SSB Advertising in Local Media

**IT'S MORE THAN A TREND...
AND THEY KNOW IT.**



Going GREEN is an important and permanent part of Sacramento valley's business culture. The best way to stay up-to-date is a NEW BERG-sponsored service called The Sacramento Sustainable Business program. It is a FREE service that certifies businesses as environmentally friendly. This certification is accompanied by valuable benefits and promotion.

The following businesses signed up for our **FREE** benefits and are now certified as a Sacramento Sustainable Business. Congratulations from the Business Environmental Resource Center (BERC).

- ~ Ebara Technologies, Inc.
- ~ Green Sacramento
- ~ It's All Yoga
- ~ Kikkoman Foods, Inc.
- ~ MAK Design+Build, Inc.
- ~ Malcolm Pirnie, Inc.



PROGRAM SPONSORS:



To certify your business and
receive **FREE** benefits, visit us online.
SacramentoSustainableBusiness.org

SSB Quarterly Newsletter



Summer Edition
June 2008

www.SacramentoSustainableBusiness.org

**Annual Sustainable Business Awards &
Pollution Prevention EXPO
September 18 at SMUD
*Exhibitor & Sponsor Opportunity***

Mark your calendar for the annual Sustainable Business Awards & P2 EXPO on September 18 at the Sacramento Municipal Utility District headquarters. Join us in honoring the top sustainable businesses, attend workshops, and visit the exposition exhibitors.

If you would like to sponsor or be an exhibitor at the EXPO, call 916-649-0225 for info.

**Special Recognition to these
Sustainable Businesses!**

Glumac of Sacramento

Located in Folsom, Glumac is Gold Star Certified through

**Congratulations to these new certified
Sacramento Sustainable Businesses:**

- Video Visions Marketing—Fair Oaks
- Sutter Terrace Dental Group—Sacramento
- Dos Coyotes—Davis, Elk Grove, Folsom, Roseville & Sacramento
- Glumac—Sacramento
- Nolte Associates—Sacramento
- Cali Green Clean—Sacramento
- Sacramento's New City Hall—Sacramento
- AAMCO Transmission—West Sacramento
- Kikkoman—Folsom
- Sierra Pacific Solar—Rancho Cordova
- Cosumnes River Preserve—Galt

The Sacramento Region Is Going Sustainable... BIG PROGRAMS

The logo for Solarecity Electric features a stylized yellow sun with rays to the left of the company name. The name "SOLARECITY" is in a large, bold, sans-serif font, with "ELECTRIC" in a smaller font below it, separated by a horizontal line.

SOLARECITY
ELECTRIC

Solarecity Electric
Rocklin



Dos Coyotes Border Cafe
Elk Grove, Folsom, Roseville, Sacramento, Davis



Kikkoman Foods
Folsom

**ONE
BUSINESS
AT A TIME**

*230 businesses certified
since January 2007*



Mechanics Bank
Rocklin, Roseville, El Dorado Hills,
Elk Grove, Sacramento



**American
Home Sales**
Nichoel Farris, Owner
Auburn

SacBERC.org

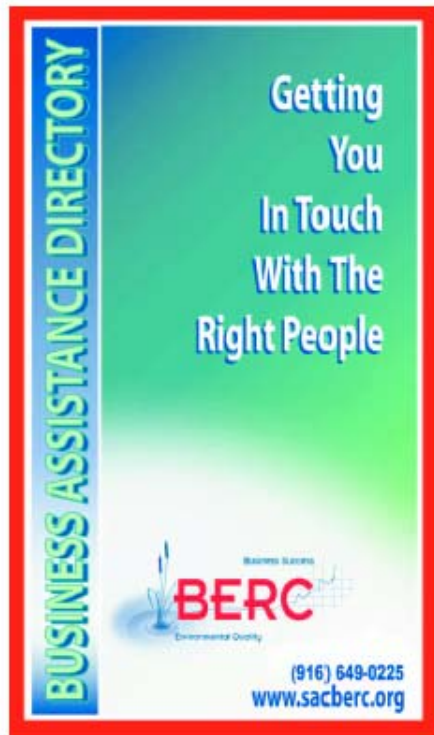
58,000 internet visits to BERC website in 2008



The site holds hundreds of pages of “how to” guidance and documents explaining regulations

New Business Welcome Wagon

In 2008, over 4,000 new city and county business license applicants received BERC's "Welcome to Sacramento County" mailing.




Free Permitting and Compliance Assistance to Sacramento Area Businesses

Sacramento County created BERC to provide businesses with a free technical resource for compliance assistance. BERC consultants can confidentially assist you over the phone, through meetings or a visit to your site.

BERC consultants can assist with numerous issues involving:

- Air Quality
- Business Licenses
- Solid Waste
- Wastewater
- Storage Tanks
- Building Inspection & Permits
- Hazardous Materials & Waste
- Stormwater
- Zoning/Special Use Permits
- Retail Food Sales

BERC also has programs to assist your business. Give us a call and find out more about:

- Recycling Market Development Zone
- Sacramento Sustainable Business Program
- Brownfields Redevelopment Program
- Money Saving Pollution Prevention Strategies
- Annual Sustainable Business Awards Given to Businesses

We are here to serve you!

3331 Peacockeep Way, McClellan, CA 95652
916-649-0225
See our web site at www.sacberc.org

Promoting business success and enhancing environmental quality by providing a free technical resource center on behalf of local government

**BERC has provided over 11,000
businesses with compliance
assistance since 1993**

RMDZ

Case Study



- Met with Fiberwood LLC in March 2006 to discuss RMDZ
- Operator had previous RMDZ loan in late 1990s
- Moved to Colorado for 8 years
- Desired to reopen new operation in Sacramento
- Uses waste paper and cardboard as feedstock

- Convened Economic Development Response team to listen to business proposal in May 2006

Economic
Development

FIBERWOOD

Air Quality
District

Planning



Building

Fire

Environmental
Review

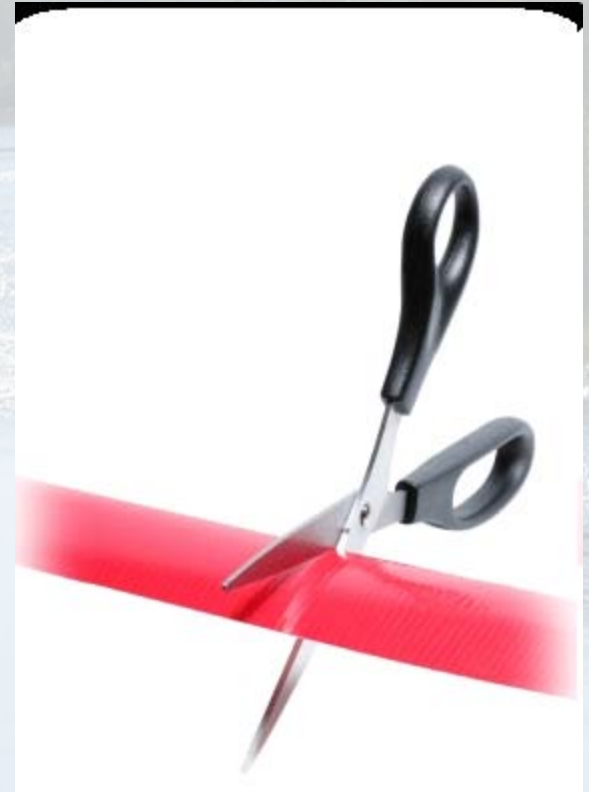
Housing &
Redevelopment
Agency

Discussed permitting issues.....



Goal of having all parties at the table understand each others needs.....

Reviewed potential hurdles



**Offered possible
solutions**

Results

- Business left meeting with
 - Understanding of permit process
 - Potential hurdles
 - Names of who to contact
- Regulators left meeting with
 - Understanding of business proposal
 - Face to face with owners

Advantages of a Coordinated Response Team

- **Business worked with one planner**
- **Found appropriate vacant facility**
- **Began occupying facility within one year of response team meeting**
- **RMDZ loan approved in July 2007, just 16 months after initial meeting**



- March 2007 – signs 5 year lease at facility
- June 2007 - begins producing mulch used for dust abatement, erosion control and to establish new lawns.
- July 2007 – RMDZ loan approved
- April 2009 - launches a second product line, a paper-based, spray-on insulation.
- July 2009 - leases an additional 8,000 square feet at McClellan for a total of 44,000 square feet.
- October 2009 - begins making a third paper-based product, animal bedding.

CURRENT SONOMA COUNTY “BERC” LIKE PROGRAMS

- Sonoma Green Business Program (SGBP)
- Business Environmental Alliance (BEA)
 - Best Practices Awards
 - Annual Community Report
- Business Water Project
- Annual Community Report

SONOMA COUNTY “BERC” POSSIBILITIES

- SGBP
- BEA
- RMDZ
- New Business Response Team
- Facilitation Services

BENEFITS OF A SONOMA COUNTY “BERC”

- Focused, unified approach to assist businesses
- Increased compliance with local, state and federal regulations
- Additional revenue generated as a result of increased permitting and related services
- Increased awareness of legislative changes that impact the business community
 - AB32, AB811, AB1103

BENEFITS OF A SONOMA COUNTY “BERC”

- Business community engage and outreach for other county departments
 - Increased access to challenging businesses
- Additional avenue for Sonoma County’s mandated climate protection goals
 - Reduce GHG levels to 25% below 1990 levels by 2015
- Provides a forum for accountability and reporting on County policies, processes and procedures

SONOMA COUNTY “BERC” IMPLEMENTATION CHALLENGES

- Funding
- Competing interests
 - Environmental Community
 - Business Groups
 - Governmental Agencies
- Who are we going to serve?
 - Recessions impact on small businesses