



2024 National Pollution Prevention Training  
and Conference

## **Making the P2 Connection: Grant Partnership Models and Examples for P2 Advocates**

December 11, 2024  
4:15 – 4:45PM ET

**Remarks by Rob Guillemine, EPA Region 1**

# Making the P2 Connection

**GRANT PARTNERSHIP MODELS  
AND EXAMPLES FOR P2  
ADVOCATES**

Rob Guillemin  
P2 Project Officer  
EPA Region 1



# P2 Grants Promote Partnerships

“Applicants are strongly encouraged to develop **partnerships** that strengthen their ability to provide P2 TA to businesses and facilitate the **development, adoption, and dissemination** of P2 solutions.”

**Notice of P2 Funding Opportunity (NOFO)**

<https://www.epa.gov/p2/grant-programs-pollution-prevention>

# P2 Grants Promote Partnerships

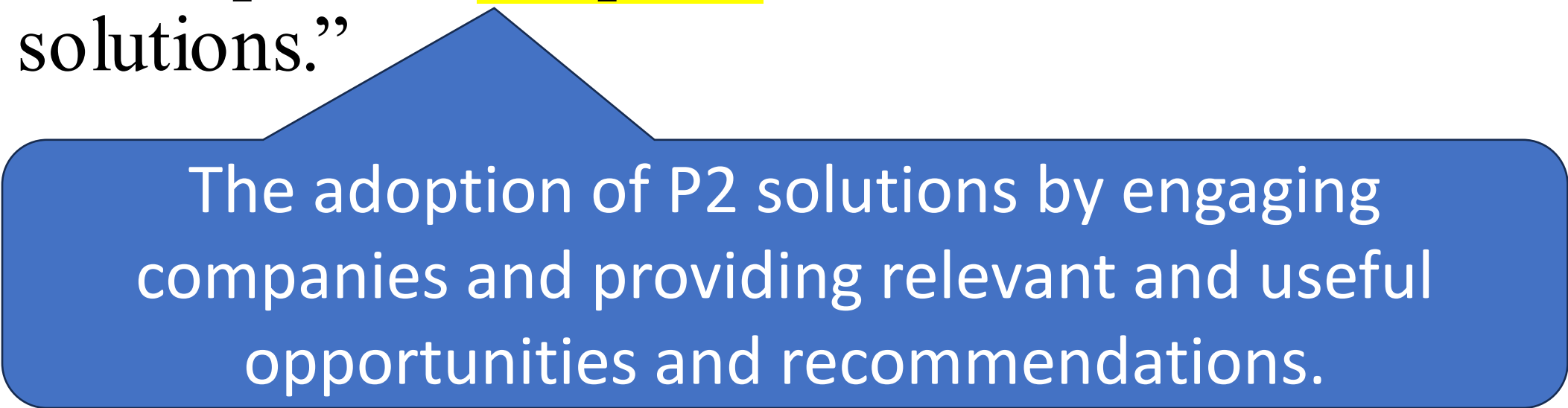
“Applicants are strongly encouraged to develop partnerships that strengthen their ability to provide P2 TA to businesses and facilitate the **development**, adoption, and dissemination of P2 solutions.”



The development of effective P2 technologies, products, and practices.

# P2 Grants Promote Partnerships

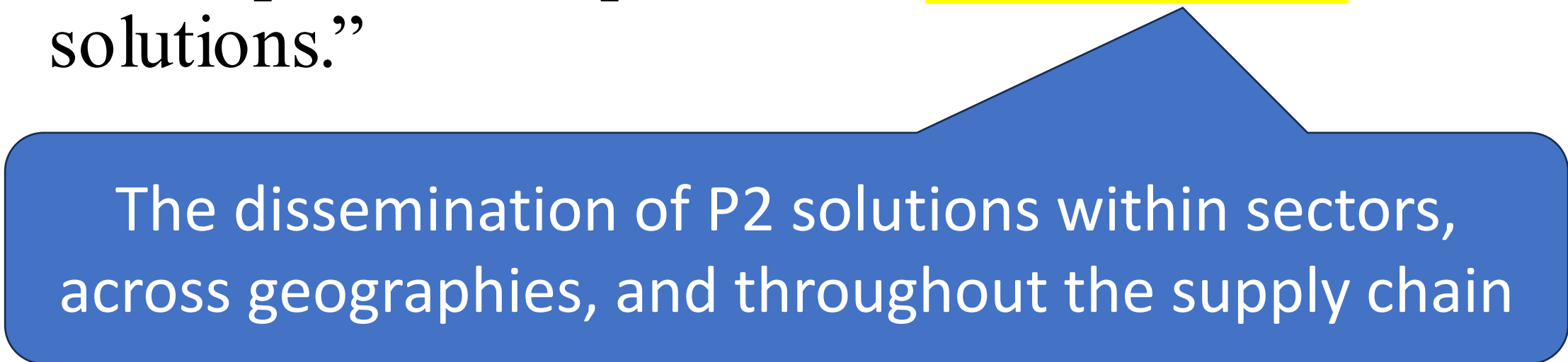
“Applicants are strongly encouraged to develop partnerships that strengthen their ability to provide P2 TA to businesses and facilitate the development, **adoption**, and dissemination of P2 solutions.”



The adoption of P2 solutions by engaging companies and providing relevant and useful opportunities and recommendations.

# P2 Grants Promote Partnerships

“Applicants are strongly encouraged to develop partnerships that strengthen their ability to provide P2 TA to businesses and facilitate the development, adoption, and **dissemination** of P2 solutions.”



The dissemination of P2 solutions within sectors, across geographies, and throughout the supply chain

# Who Can Apply for P2 Grants

## **State Agencies**

- Department of Environmental Protection
- Department of Natural Resources
- Department of Environmental Services

## **State Universities**

- Engineering Department
- Business School
- “Centers” or “Programs”

## **Territories**

- Puerto Rico, Guam, U.S. Virgin Islands

## **Tribes**

- 574 American Indian tribes and Alaska Native entities

# P2 Grantee Characteristics

- 60-80 Grantees Nationally (depending on year)
- Distributed Across EPA's 10 Regions
- Awarded between 250K-800K per two-year grant

<b>Generalists</b> (90% of Grantees) <ul style="list-style-type: none"><li>• Technical Assistance Programs</li><li>• Recognition and Certification Programs</li><li>• Leadership Programs</li></ul>	<b>Generalist</b> work with one or more business sectors, changing their sector focus and environmentally priorities, as needed.
<b>Specialists</b> (10% if Grantees) <ul style="list-style-type: none"><li>• Process Engineers</li><li>• Chemical Engineers</li><li>• Other Scientists</li></ul>	<b>Specialists</b> focus on developing or verifying a specific P2 technology or solution. They work closely with a few business partners to authenticate P2 outcomes.



# Types of Partners

## Government Entities

- **Local Government**
- **Federal Programs**
  - EPA's Small Business Environmental Assistance Programs (SBEAPs)
  - Department of Commerce's National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership Program (MEP)
  - Department of Energy's (DOE) Industrial Assessment Centers
- **Examples of EPA Programs**
  - Safer Choice
  - Energy Star
  - GreenChill

# Types of Partners

## NGO and Private Sector Entities

### **Nonprofit Organizations**

- Environmental Organizations
- Consumer Advocacy
- Community Groups

### **Trade Organizations and Unions**

- National
- State
- Local

### **Business and For-Profit Organizations**

- Manufacturers
- Service Providers
- Retailers

# Partnership Roles

## Technical Experts

- Develop P2 solutions
- Support adoption of P2 solutions

## Connectors

- Expand outreach to business clients (quantity)
- Deepen engagement with business clients (quality)

## Educators

- Provide or facilitate P2 training and knowledge transfer

## Convener/Organizer

- Convene and coordinate partner activities

# Financial Arrangements

## **Partners (no-funding)**

- Provide In-Kind Services (time, supplies, services)

## **Contractors (funded by grantee contract)**

- Full and open competition for purchases
- Sole source justification for “Unique Qualifications”

## **Sub-Awardees (funded by grantee funding agreement)**

- Grantee oversees sub-award project
- Sub-awardee creates a workplan and budget

# How Partnerships are Made

## **Partnership Structure**



Grantee

# How Partnerships are Made

## Partnership Structure

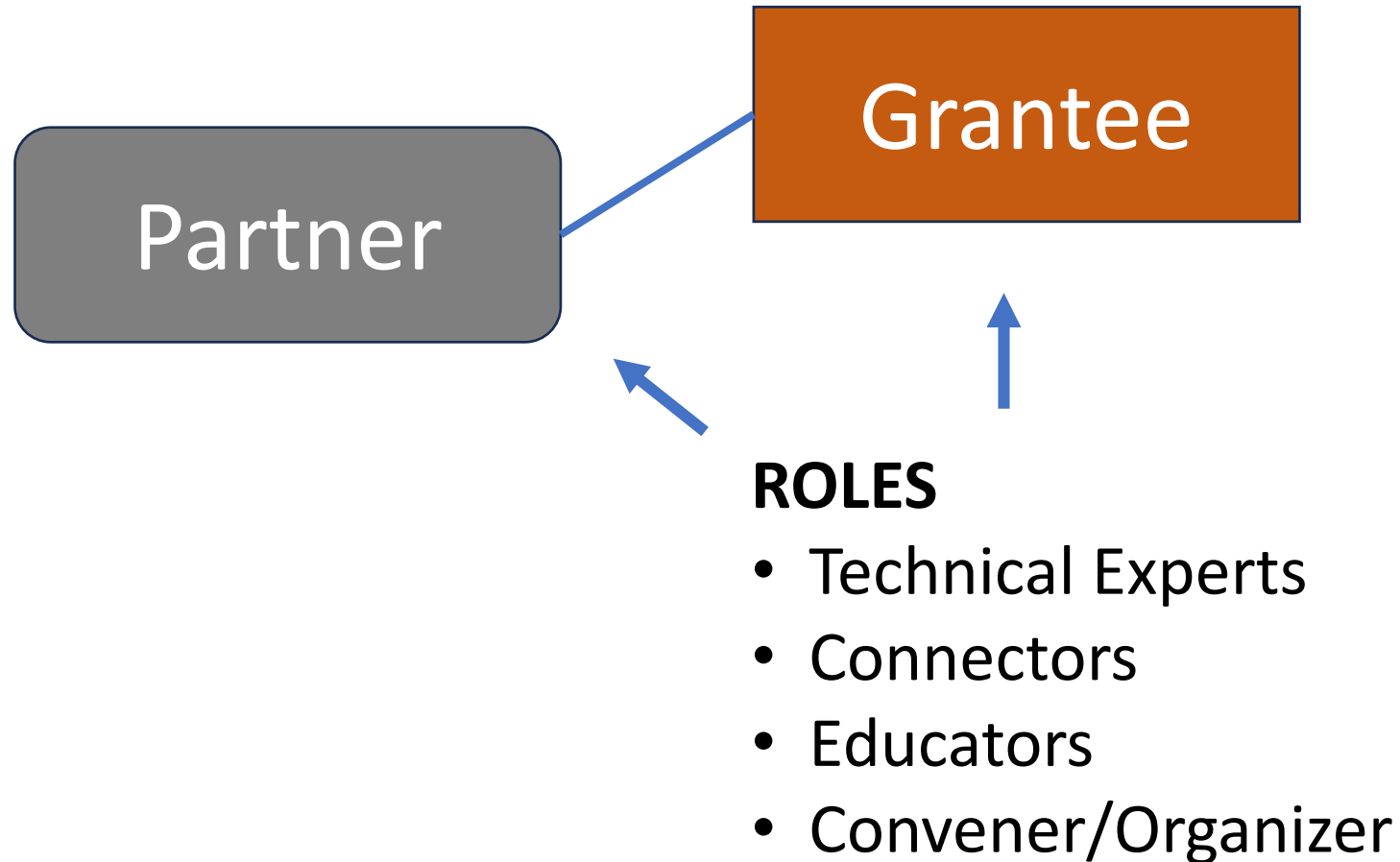


### **ROLES**

- Technical Experts
- Connectors
- Educators
- Convener/Organizer

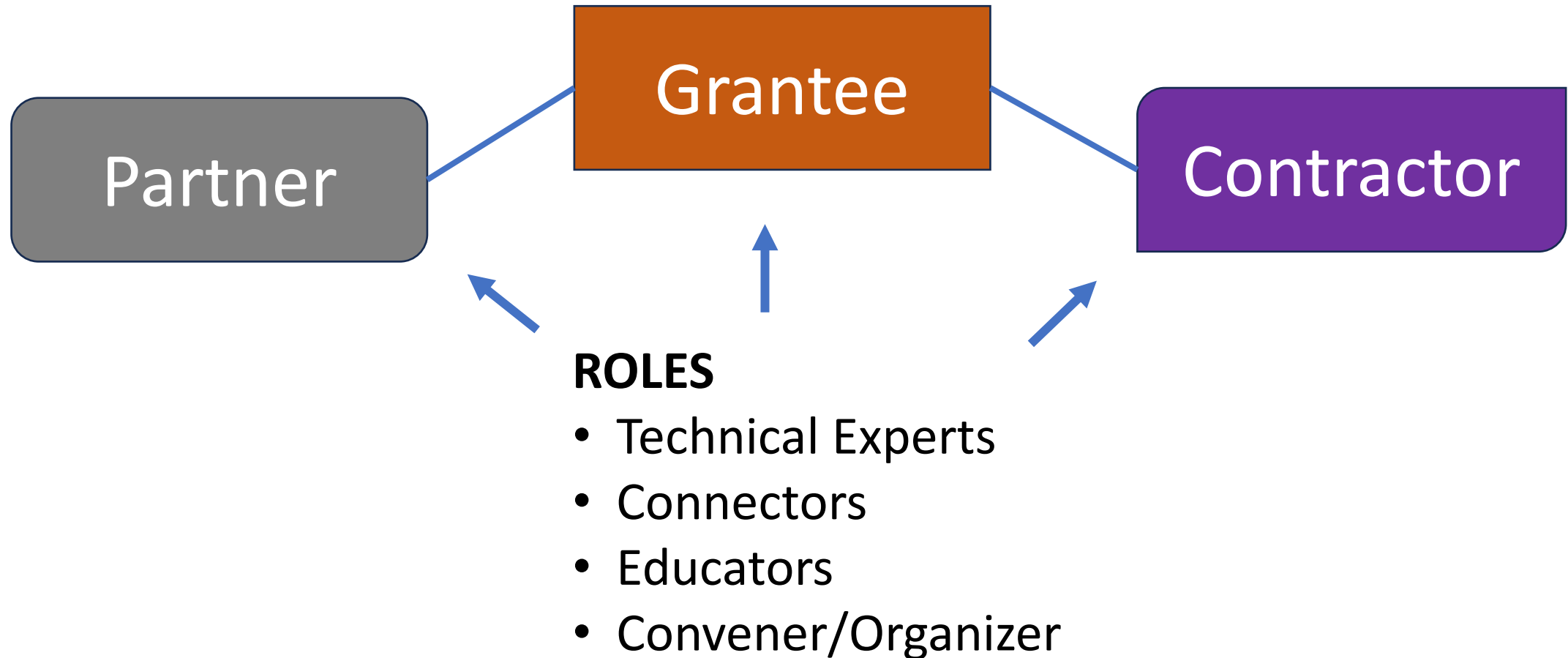
# How Partnerships are Made

## Partnership Structure



# How Partnerships are Made

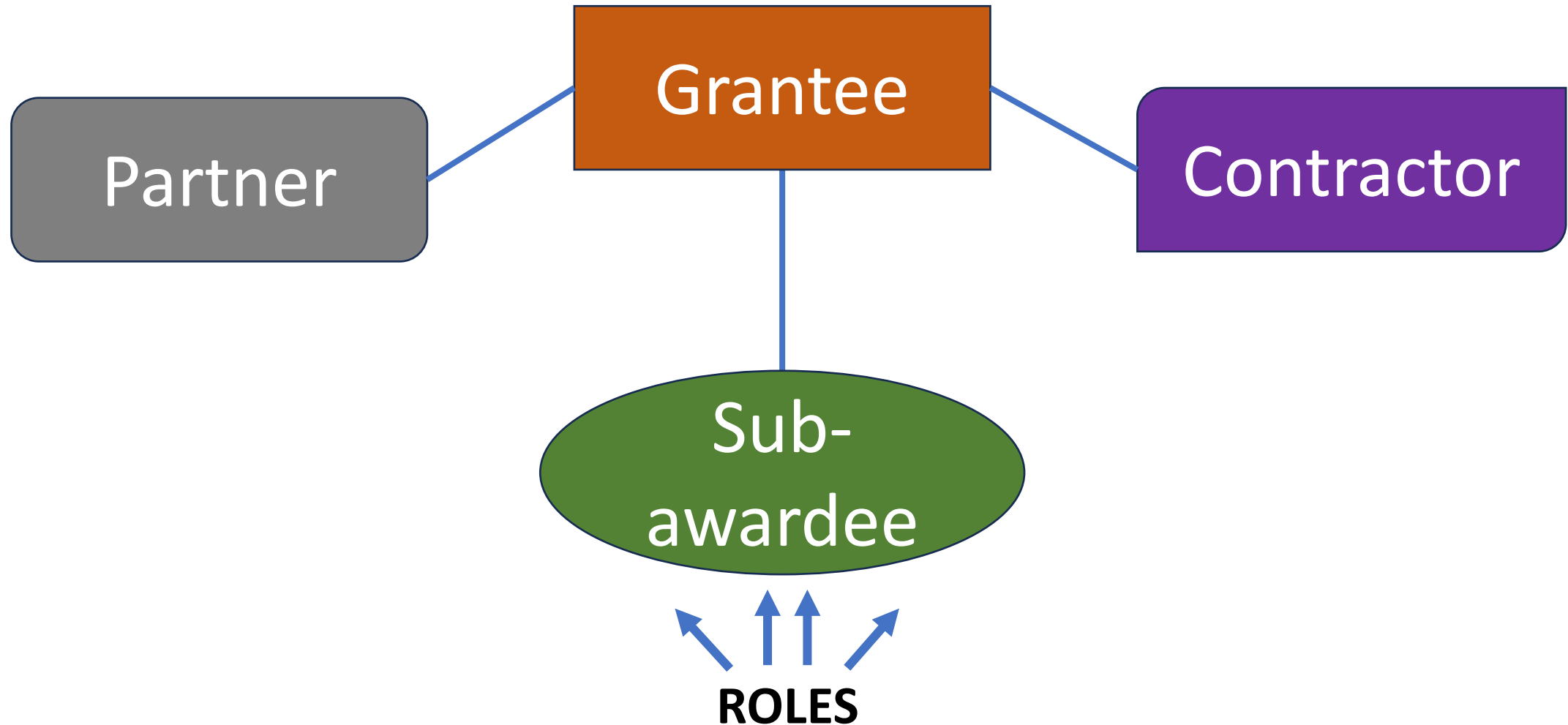
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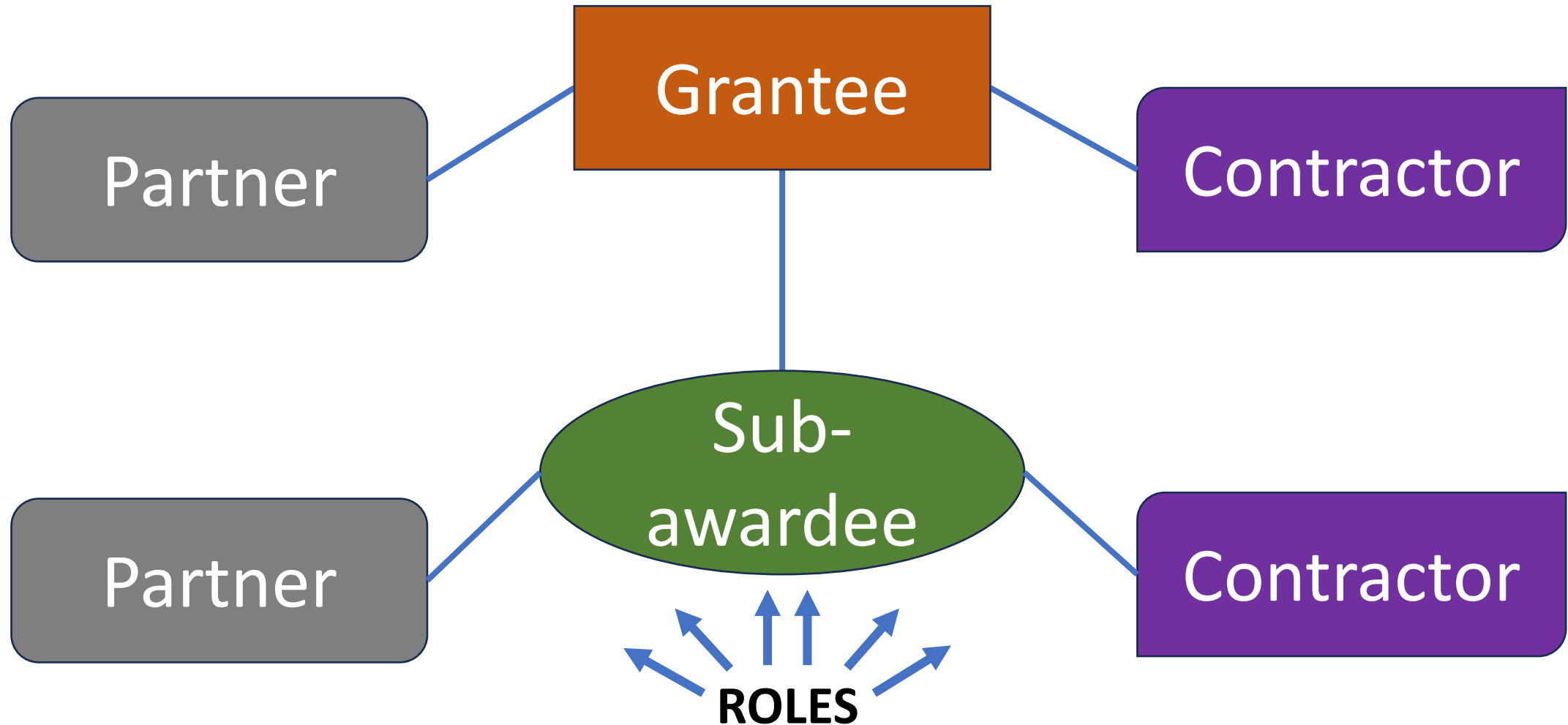
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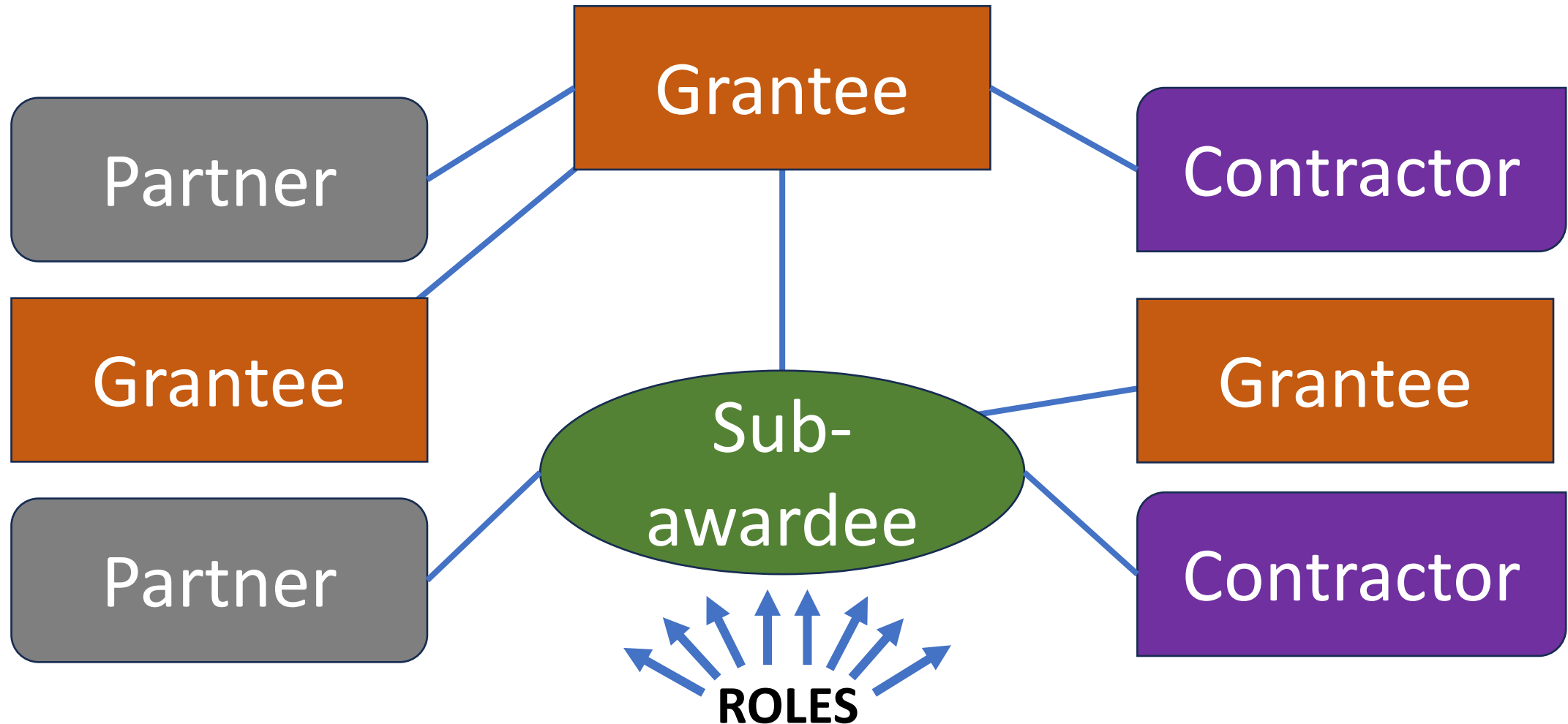
# How Partnerships are Made

## Partnership Structure



# How Partnerships are Made

## Partnership Structure



# Three P2 Grant Partnership Models



Hub Model



Supply Chain Model



Network Model

# Hub Model

## Partnership for a Sustainable Georgia

The logo for GaMEP, featuring a stylized green and yellow chevron pointing right, followed by the text "GaMEP" in a bold, black, sans-serif font.

**GaMEP**

GEORGIA MANUFACTURING  
EXTENSION PARTNERSHIP

The Georgia Tech logo, featuring the words "Georgia Tech" in a black, sans-serif font, with a small, stylized yellow and red tower icon to the right.

**Georgia  
Tech**

A large, stylized chevron pointing right, with the text "Advancing Automotive Industry" in a black, sans-serif font inside it.

**Advancing  
Automotive Industry**



# Hub Model

## Partnership for a Sustainable Georgia (PSG)



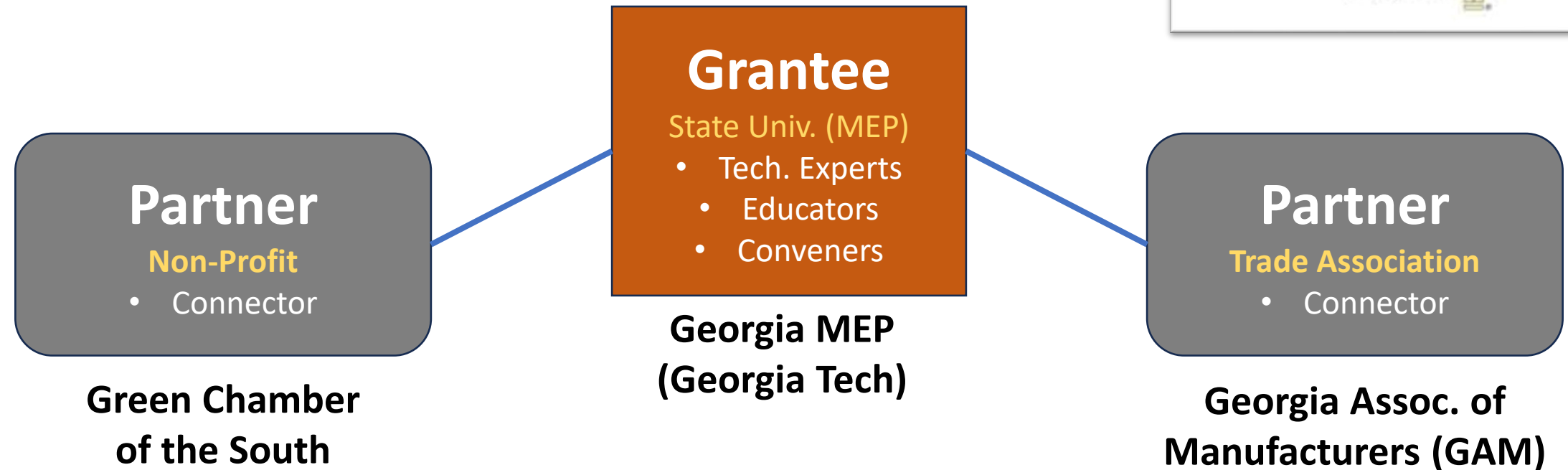
**Goal:** Promote toxic use reduction and energy efficiency within Georgia's automotive manufacturing and metal fabrication industries.

**Strategy:** Work with partners with strong ties to businesses.

- **Nonprofit Environmental Group:** Hosts educational events, including an annual Sustainability Interactive meeting for Environmental Health and Safety managers and industry professionals.
- **Trade Association:** Members employ 200,000 people, roughly half of Georgia's manufacturing workforce.

# Hub Model

## Partnership for a Sustainable Georgia (PSG)





# Supply Chain Model

## The Safer Piping and Painting Products Program (SP4)



FACT SHEET | OCTOBER 2024

## Safer PVC Primer and Cement Products



# Supply Chain Model

## The Safer Piping and Painting Products Program (SP4)



**Goal:** Incentivize the development, promotion, and use of less toxic products (paint strippers and plumbing adhesives)

**Strategy:** Work with partners who influence the supply chain.

- **Manufacturers:** Reformulate products to remove toxic chemicals.
- **Retailers:** Stock and promote less-toxic products.
- **Trade Unions:** Educate trades men and women to use less-toxic products

# Supply Chain Model

## The Safer Piping and Painting Products Program (SP4)



### Grantee

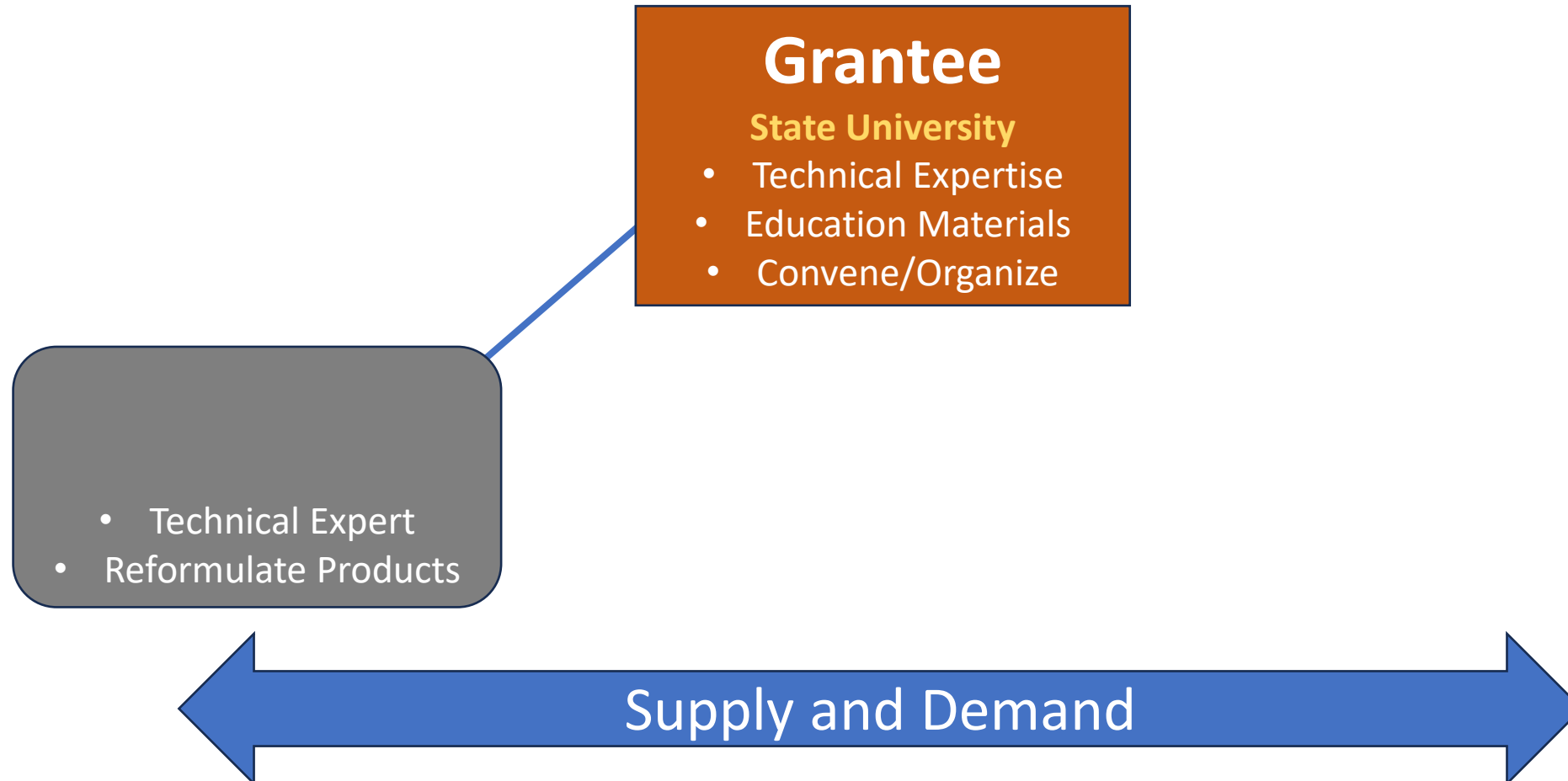
#### State University

- Technical Expertise
- Education Materials
- Convene/Organize



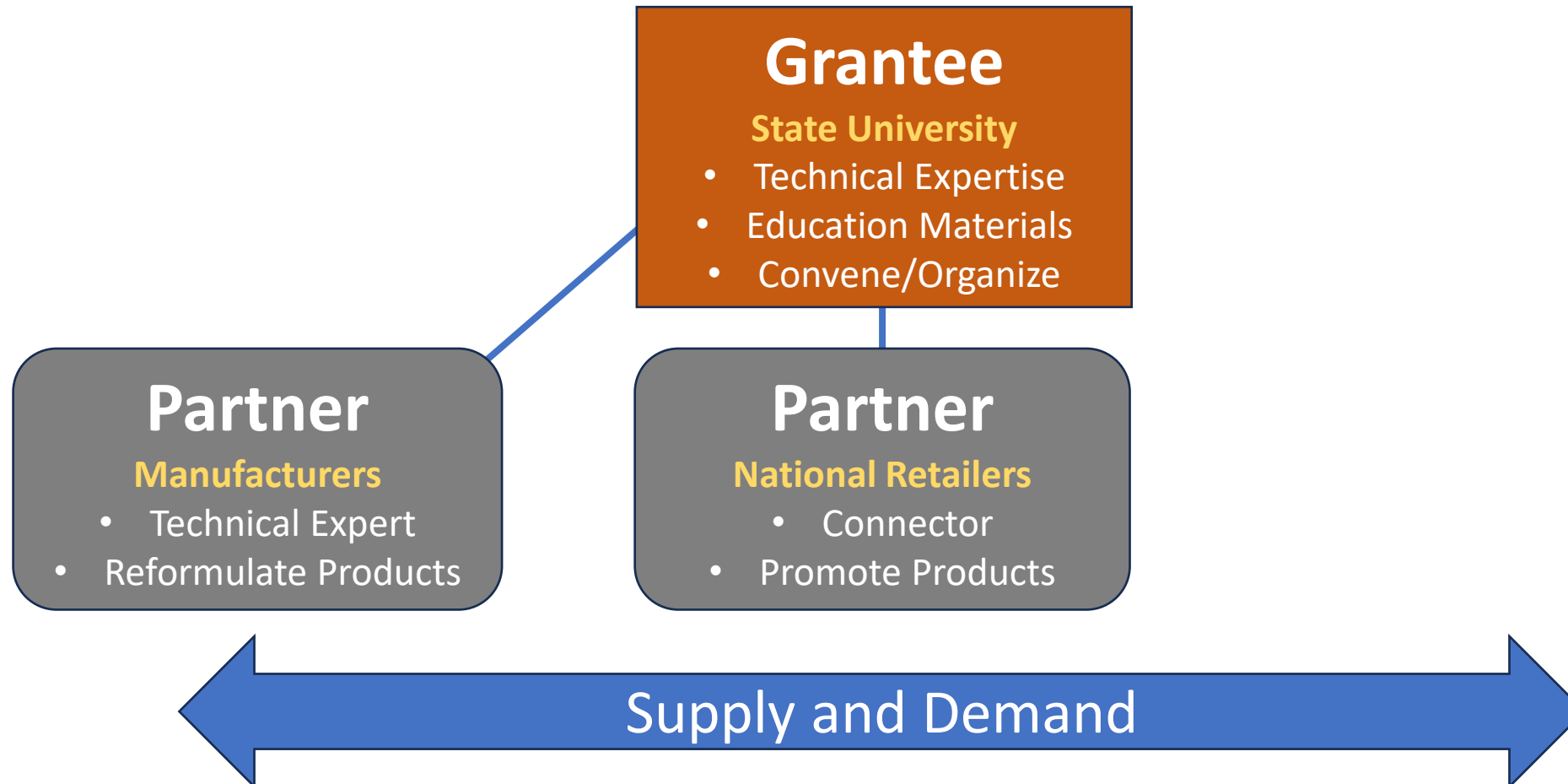
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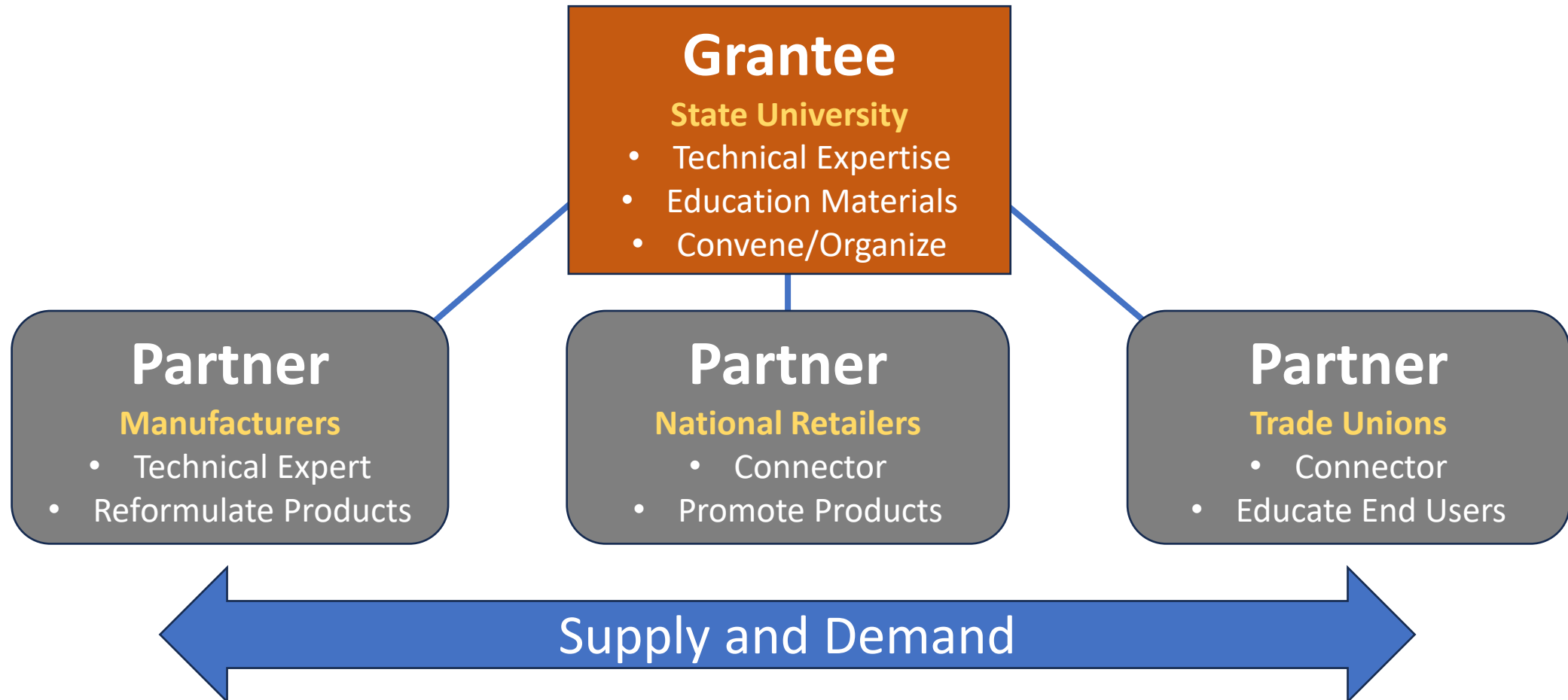
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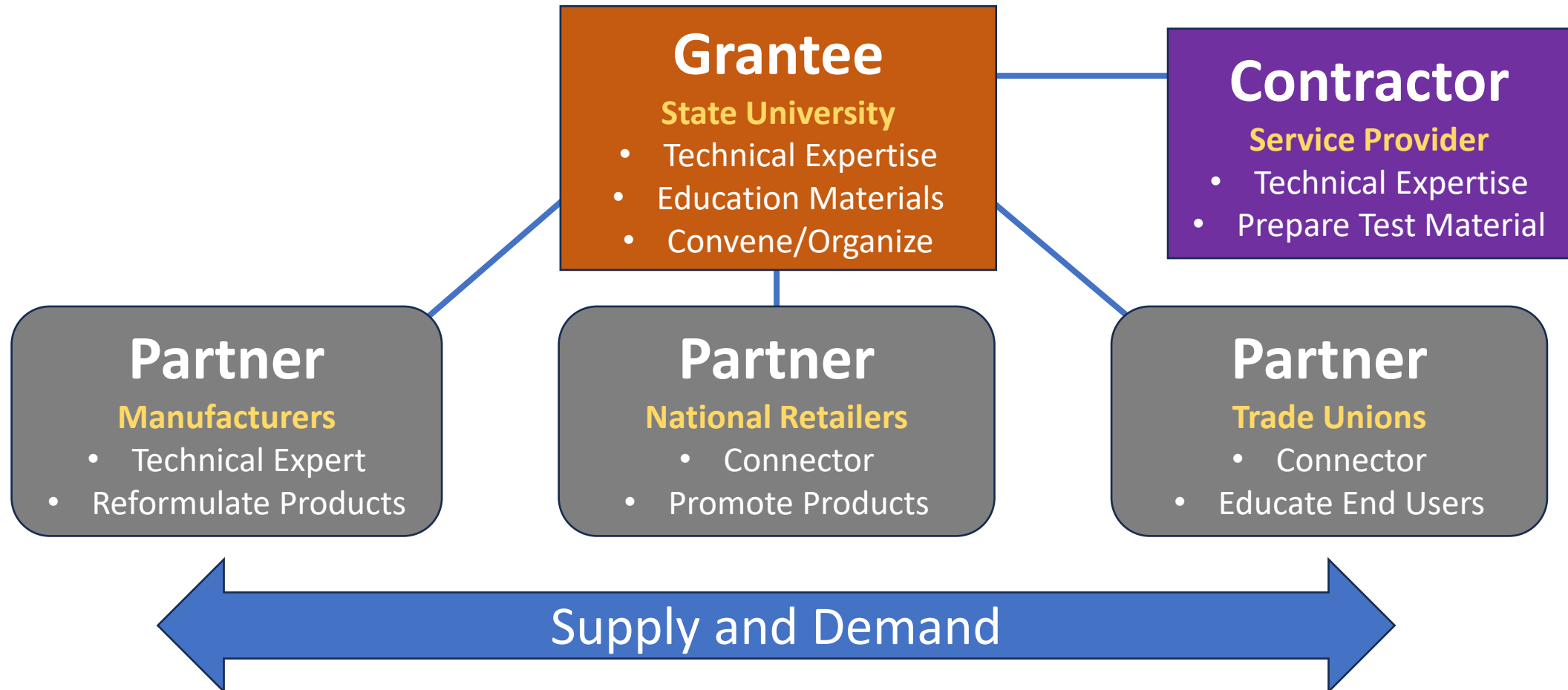
# Supply Chain Model

## The Safer Piping and Painting Products Program (SP4)



# Supply Chain Model

## The Safer Piping and Painting Products Program (SP4)





# Network Model

## Beverage Manufactures (Multi-Region)



# Network Model

## Beverage Manufactures (Multi-Region)



**Goal:** Network with P2 grantees and industry partners to build outreach and technical assistance capabilities across regions.

**Strategy:** Divide program duties and costs among P2 grantees and partners to develop a P2 program that can be easily shared and implemented.

- **Technical Experts**
- **Connectors**
- **Educators**
- **Convener/Organizer**



# Network Model

## Beverage Manufactures (Multi-Region)



**Grantee (MA)**  
State University  
• Connector  
• Educator

**Grantee (ME)**  
State University  
• Tech. Expert

**Grantee (NH)**  
State Agency  
• Connector  
• Educator

**Grantee (MA)**  
State University  
• Tech. Expert  
• Educator

**Grantee (RI)**  
State Agency  
• Sub-Award

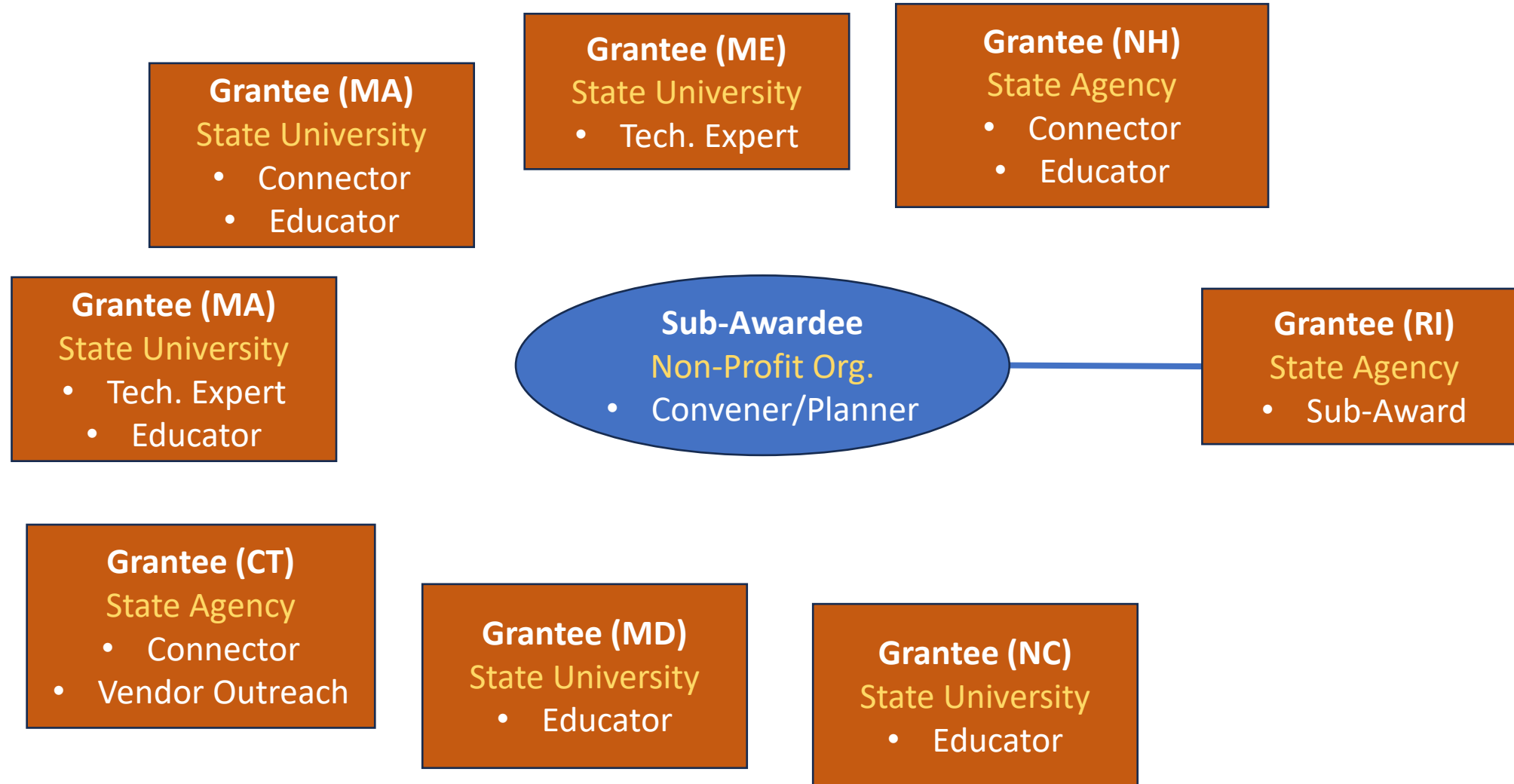
**Grantee (CT)**  
State Agency  
• Connector  
• Vendor Outreach

**Grantee (MD)**  
State University  
• Educator

**Grantee (NC)**  
State University  
• Educator

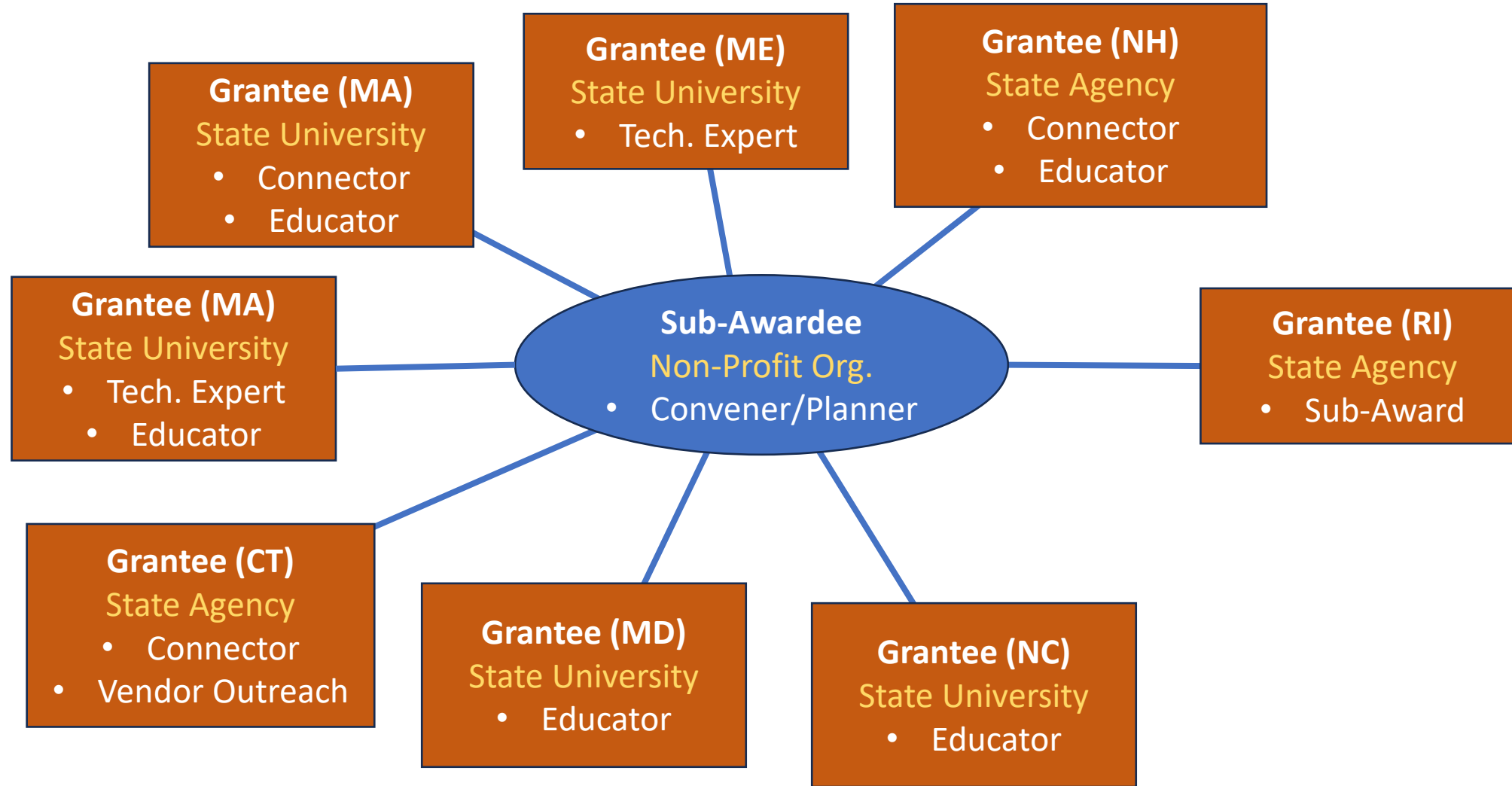
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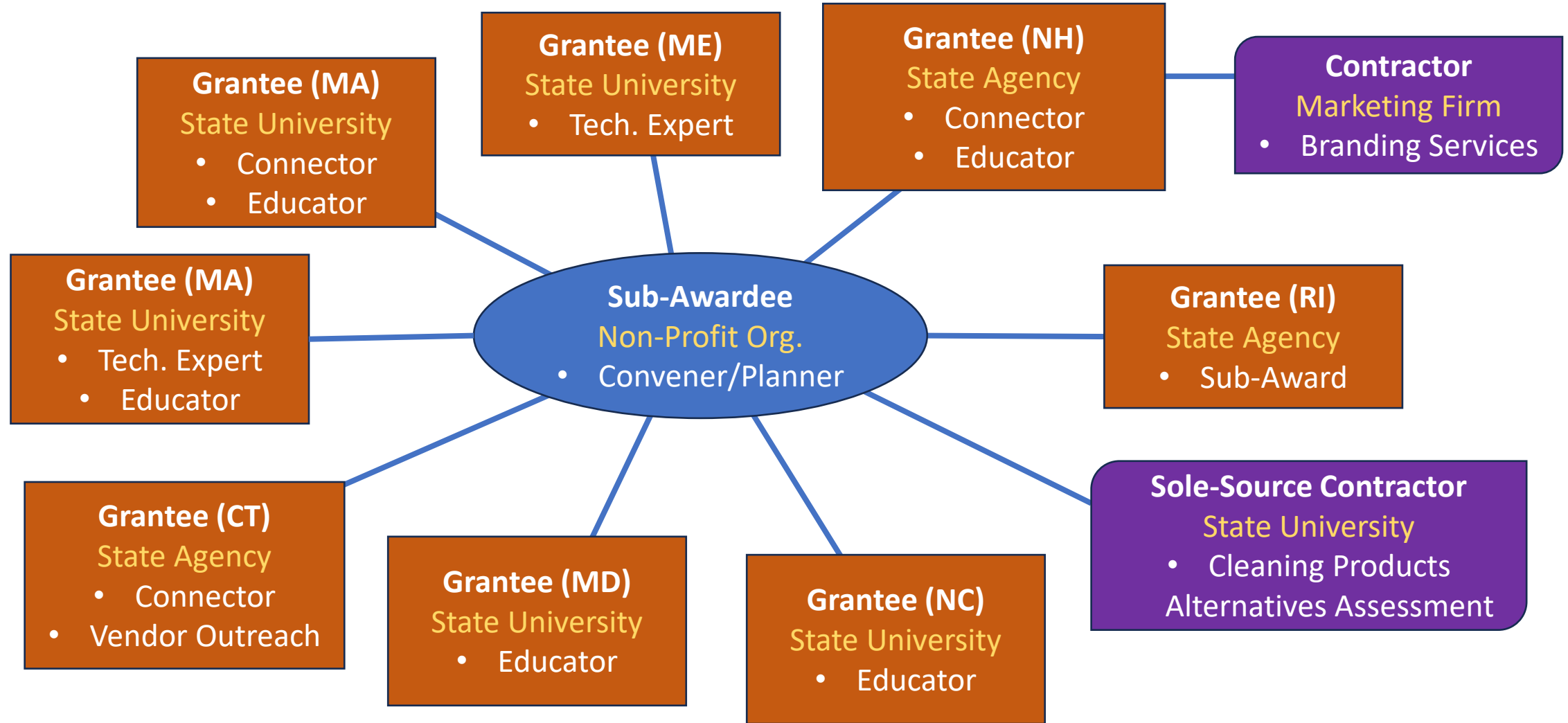
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## Beverage Manufactures (Multi-Region)



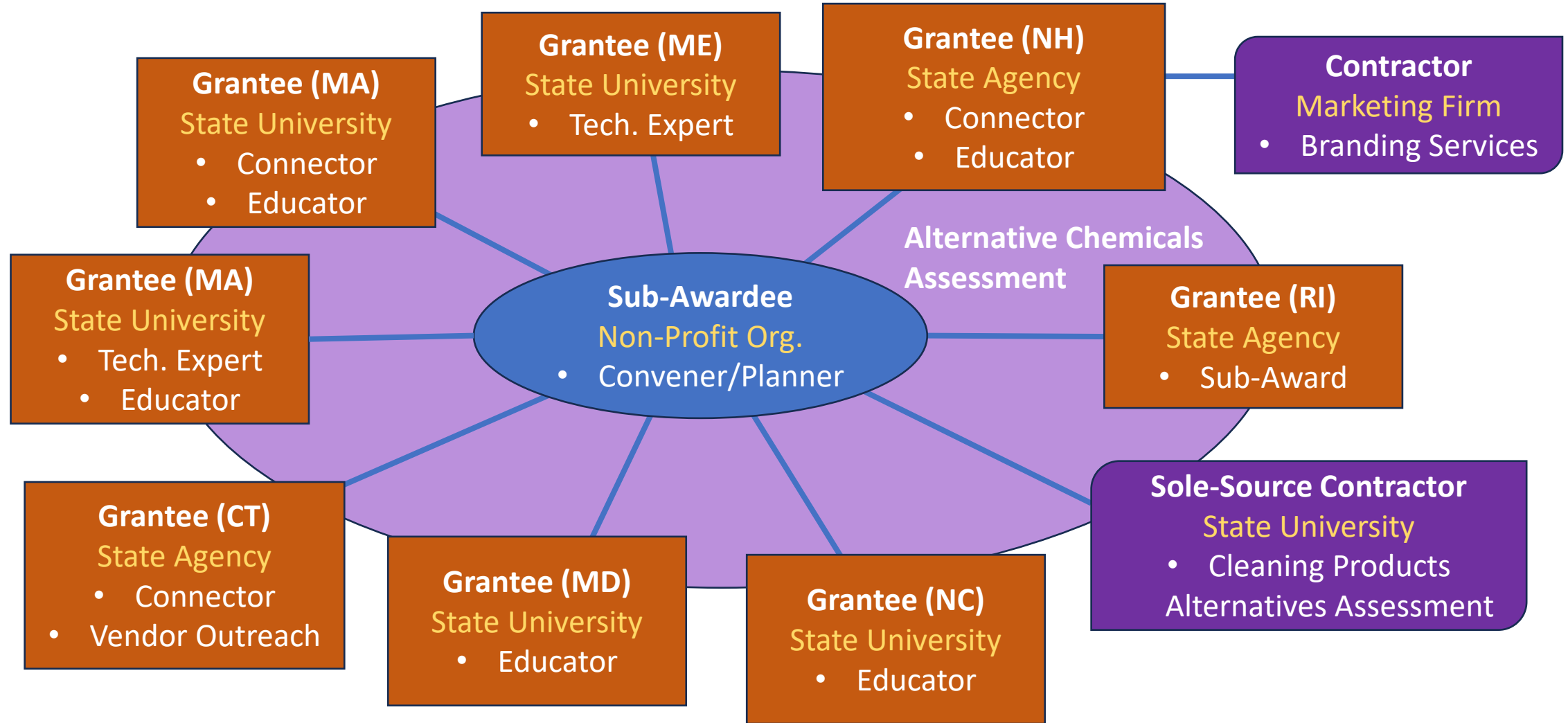
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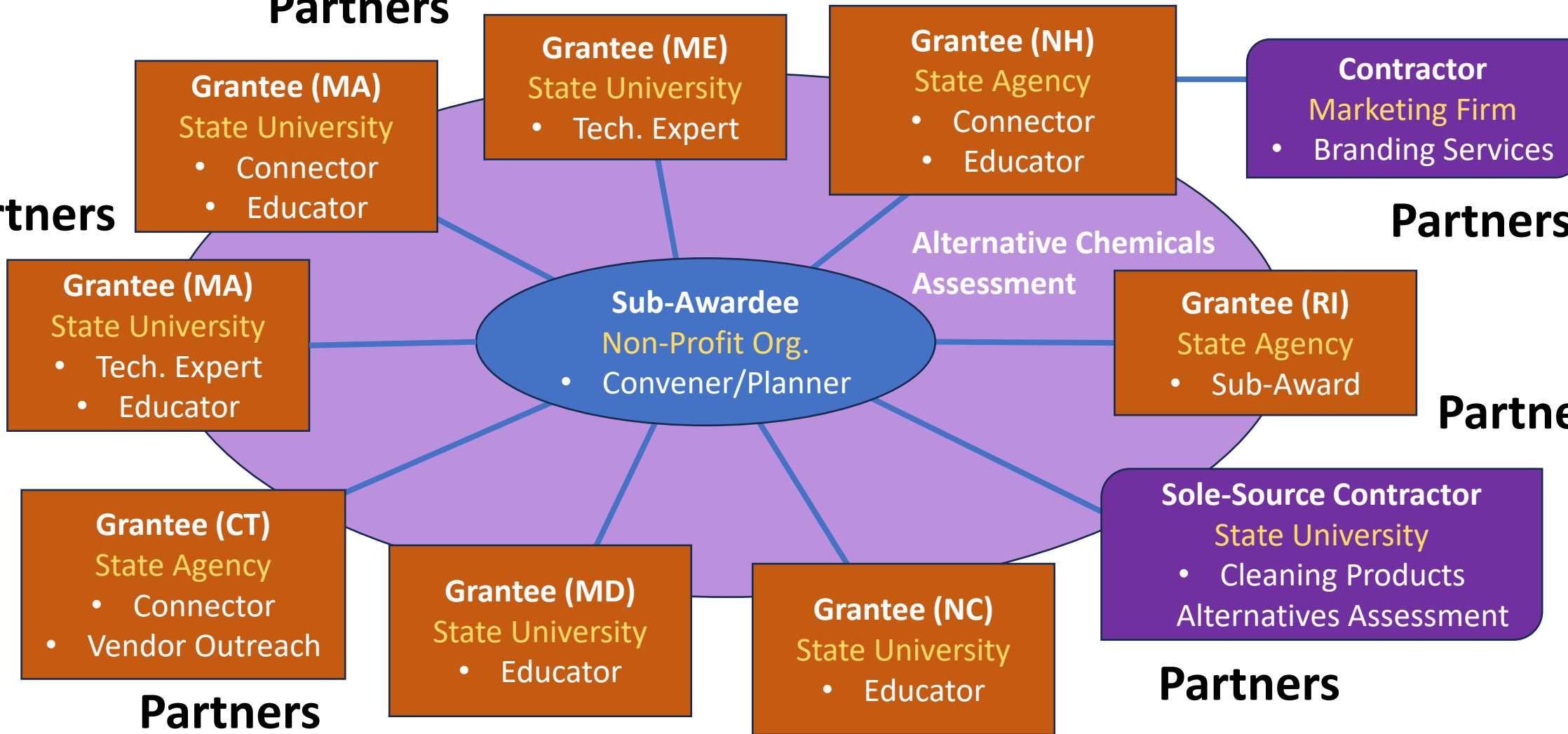
### Partners

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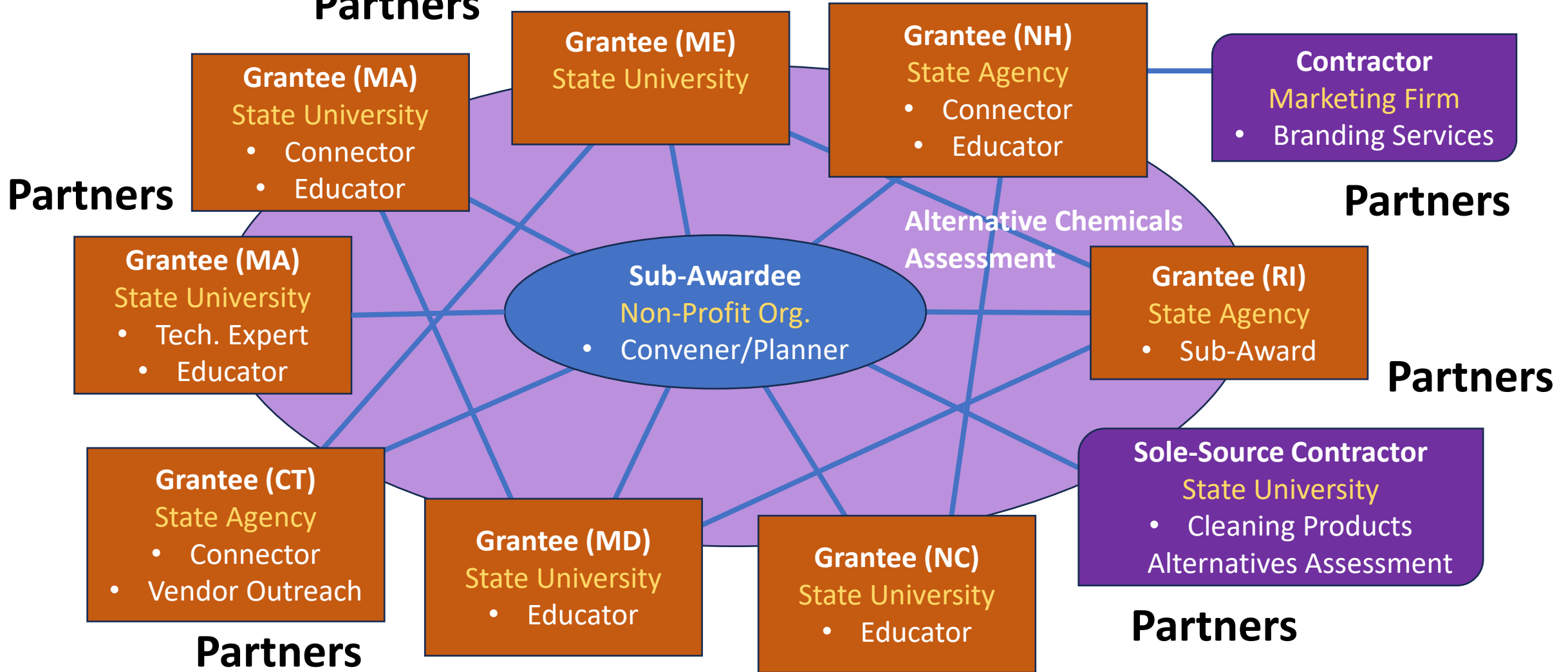


# Network Model

## Beverage Manufactures (Multi-Region)



### Partners



# Filling Partnership Gaps

Businesses  
Outreach and  
Engagement

Technical  
and Policy  
Expertise

Supply Chain  
Impact

Partnership  
Coordination







Thank  
You



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