

2023

7 Steps to Building a Recycling Business

1 Research the Industry

Start with market research - identifying local competitors, under-represented markets, material volume in your area, and local recycling needs. Make sure to focus on discovering profitable materials and local grant opportunities and incentive programs.

2 Create a Business Plan and Determine Costs

It's time to talk company goals, types of materials you will be recycling, how materials will be processed and sold, and how much money you will need to make it all happen. The structure of your business will determine the upfront and future costs.

3 Choose a Business Structure and Get Licenses and Permits

When choosing, keep in mind that the structure determines requirements like taxes, raising funds, and opening bank accounts. Some common permits and licenses needed will include your Employer EIN, operating licenses, EPA permissions, and a license to collect materials. Contacting your local health department is a great place to start.

4 Look for Facility and Shop for Equipment

Make sure you locate yourself near landfills and recovery facilities but stay in compliance with the local zoning commission regarding zoning rules. This will help cut transportation costs and allow you to network with the relevant authorities. Then, research for the most long-lasting and high-performance equipment so you can start your business strong.

5 Purchase Insurance

Insurance is going to help protect you and your business from unanticipated events. Different forms of insurance can include general liability, equipment insurance, business property, and professional liability.

6 Hire Your Team

Take advantage of local hiring and job-search resources. Ohio Means Jobs, Indeed, and local job-posting boards are great ways to spread the word that your business is hiring! You will need a wide variety of employees to run tonnage reports, process materials, operate equipment, and many other tasks.

7 Promote Your Business

Building a quality website, social media presence, and word of mouth are the key to recruiting clientele and letting people know about your business! Your local Chamber of Commerce will also be a huge help in getting your business name and information spread to your community!

Do you have questions? Contact your local Recycling Office or our Solid Waste District! We are happy to help in whatever way we can!

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