

## Who Is PSI?

The Product Stewardship Institute (PSI) is a national non-profit environmental institute, located in Boston, Massachusetts. Founded in 2000 by Executive Director, Scott Cassel, PSI works with state and local government agencies to partner with manufacturers, retailers, environmental groups, federal agencies, and other key stakeholders to reduce the health and environmental impacts of consumer products. Our unique approach pursues initiatives to ensure that all those involved in the lifecycle of a product share responsibility for reducing these hazards, with producers bearing primary responsibility.

At PSI, we envision a society in which products are responsibly manufactured, used, and managed after use to conserve resources and protect the environment and human health. We want companies to internalize the full lifecycle cost of producing a product.

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The Product Stewardship Institute is an equal opportunity provider and employer.



# PSI Partnerships

## For leaders in product stewardship



**PSI Partnership Opportunities** for companies, organizations, academic institutions, non-US governments, and individuals

### Why Join PSI?

PSI is best known for bringing together parties that have conflicting interests, with the goal of jointly developing product stewardship solutions. Our collaborative method helps groups to negotiate each participant's role within the context of an overall solution. With our extensive membership base comprised of thousands of state and local government contacts, PSI is the conduit to key policy makers working towards national consistency and harmonization. Your partnership with PSI will give you access to this diverse stakeholder group, plus the latest developments in the product stewardship movement in the U.S. Product stewardship cannot be achieved without committed leaders, and by partnering with PSI, you will join the forefront of this burgeoning movement.

PSI partners acknowledge our [mission](#) and [Principles of Product Stewardship](#), which we use to achieve our product stewardship goals. For more information, please visit the [PSI website](#).

### Partnership Levels

PSI offers two levels of partnership for companies, organizations, academic institutions, and non-US governments:

#### Sustaining Partners

**There are three main reasons companies join as Sustaining Partners:**

- ◆ The first is **access** to PSI-run dialogues and meetings, which allows your company or organization a seat at the table for important discussions with industry, government, and other stakeholders.
- ◆ The second is **recognition** for your company or organization, including our [annual forum](#) and dialogue meetings, and also on our [website](#), with a logo and link to your website.
- ◆ The third is **information**, including *free* participation in our [networking webinars](#) (a \$120 per call value to non-partners), discounts on consulting, and access to technical and strategic advice from PSI staff.
- ◆ In addition, Sustaining Partners receive all of the Partner benefits (below).

#### Partners

PSI partners are recognized on the PSI [website](#), receive PSI's quarterly [newsletter](#) and bi-weekly Product Stewardship Updates, and have free access to monthly member/partner update calls. Partners also receive a *25% discount* on PSI's Networking Webinars.

**Individual Partnerships** are also available for persons not associated with either government, industry, or an organization.

## What Companies are Saying About PSI



I approached PSI with an idea and they helped us design and implement the nation's first pilot computer take-back program. Their detailed report on the operational, financial, and regulatory issues was key to our ability to scale the program nationally. PSI showed us how take-back could become part of our business.

**Mark Buckley, Vice President for Environmental Affairs, Staples**



PSI is a fabulous network that connects government, environmental groups, and other businesses, and offers us a forum to express our views and understand those of others. Through PSI, our company can better understand business prospects and opportunities, monitor legislative developments, and form key relationships.

**Rich Abramowitz, Director of Public Affairs, Waste Management, Inc.**



PSI encouraged our industry to take responsibility for managing leftover paint from consumers. Instead of just pointing the finger, PSI offered an objective forum for discussion and fairly mediated the exchange of information. We now have a national model rather than different laws in each state.

**Alison Keane, Vice President for Government Affairs, American Coatings Association**



PSI is highly skilled at organizing and facilitating multi-stakeholder meetings and striking the right balance in positions needed for sustainable solutions. They have integrity with all stakeholders and possess a rare blend of knowledge about technical issues as well as the process needed to reach agreement.

**John Segala, President, Amazon Environmental, Inc.**

## Partnership Fees

### Corporate Partnership

Partner	Sustaining Partner
<\$50 million (in Revenue):	
\$500	\$5,000
\$50 million - \$500 million:	
\$1,500	\$10,000
\$500 million - \$5 billion:	
\$2,000	\$20,000
\$5 billion - \$10 billion:	
\$2,500	\$30,000
\$10 billion and up:	
\$3,000	\$40,000

### Other Partnerships

Partner	Sustaining Partner
Environmental Organizations	
\$250	\$500
Other Organizations	
\$500	\$1,000
Academic Institutions	
\$500	\$1,000
Non-US Governments	
\$1,000	\$2,000
Individuals	
\$50	n/a

[Membership](#) opportunities are also available for state and local government agencies.

## PSI Sustaining Partners

