Reuse of Surplus Assets ...

A Doable, Workable, Comprehensive, Genuine Triple Bottom Line Solution

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IRN – The Reuse Network

We’ve been doing reuse of surplus assets for 15 years
We network with U.S. & international charities

We manage reuse on a large scale (10 million lbs this year)
Our niche: Large projects, lots of surplus, professional management
CALL 1-866-229-1962 !!!!

Operators are Standing By !!!!

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Surplus Furnishings Are An Issue

Replacements, Renovation, Demolition, Day-to-day attrition

One of the least reused-recycled materials in the U.S.

9.8 Million tons (10 BILLION pounds!!) landfilled in 2009.
People in the U.S. and worldwide need lots of stuff.

Surplus should not go to landfill.
It’s not furniture on Tuesday and trash on Wednesday.
Almost all can be reused.
If it can’t be reused, it can be recycled.
Our experience: >99%
Surplus Property Options

1. Internal reuse
2. Resale
3. Local donation
4. National & international nonprofits (what I do)

These are NOT mutually exclusive. The most successful organizations use combinations.
<table>
<thead>
<tr>
<th>Genus</th>
<th>Species</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internal Reuse</td>
<td>Internal Craig's List</td>
</tr>
<tr>
<td></td>
<td>Warehouse</td>
</tr>
<tr>
<td>Resale</td>
<td>Warehouse</td>
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<tr>
<td></td>
<td>Physical Auction</td>
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<td>Local Donation</td>
<td>Matchmaking</td>
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<tr>
<td></td>
<td>Open House</td>
</tr>
<tr>
<td>National/ International Relief</td>
<td>Managed Internally</td>
</tr>
<tr>
<td></td>
<td>Managed Externally</td>
</tr>
</tbody>
</table>
1. Internal Reuse

a) Internal Craig’s List
   Items posted to organization-wide network
   Typically no cost to recipient

b) Warehouse
   Warehouse with or without electronic posting of new acquisitions
   If stuff doesn’t get picked up, it goes away
2. Resale

a) Warehouse
Open to public. Regular hours.

b) Physical Auction
Assemble into lots or sell (big items) individually. Advertise. Manage.

c) Electronic Auction
Create or purchase software or service. Sell individually or by lots. Post and manage auctions. Manage pickup or shipment.
3. Local Donation

Depending on location, there may be dozens or hundreds of potential outlets for surplus

a) Matchmaking

Direct contact: Phone calls, wish lists
Broad-scale marketing: Email and/or website
Many will offer to pick up from your location

b) Come ‘n’ get it: Periodic open house
4. National, International Relief

U.S. & international demand for usable surplus is essentially infinite.

a) Managed Internally
   You need to find them. You need to manage the project for them (removal, loading, paperwork).

b) Managed by Others (like IRN)
   One-stop solution. Costs money.
I totally apologize for the next slide . . .
<table>
<thead>
<tr>
<th>Genus</th>
<th>Species</th>
<th>Space</th>
<th>Staff Time</th>
<th>Staff Expertise</th>
<th>Revenue</th>
<th>Quantities</th>
<th>Advantages</th>
<th>Disadvantages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internal Reuse</td>
<td>Internal Craig's List</td>
<td>++</td>
<td>++</td>
<td>+++</td>
<td>-</td>
<td>SM</td>
<td>Saves $$; Keeps surplus local</td>
<td>Management; Incomplete</td>
</tr>
<tr>
<td></td>
<td>Warehouse</td>
<td>+++</td>
<td>+++</td>
<td>+</td>
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<td>Resale</td>
<td>Warehouse</td>
<td>+++</td>
<td>+++</td>
<td>+</td>
<td>$- $$$</td>
<td>SM</td>
<td>Revenue; Keeps surplus local</td>
<td>Space; Incomplete</td>
</tr>
<tr>
<td></td>
<td>Physical Auction</td>
<td>+++</td>
<td>+++</td>
<td>++</td>
<td>$- $$$</td>
<td>SM</td>
<td>Revenue; Pretty complete</td>
<td>Space; Management</td>
</tr>
<tr>
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<td>+++</td>
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<td>Matchmaking</td>
<td>+</td>
<td>+++</td>
<td>++</td>
<td>-</td>
<td>S</td>
<td>Keeps surplus local; CR</td>
<td>Management; Incomplete</td>
</tr>
<tr>
<td></td>
<td>Open House</td>
<td>+++</td>
<td>+++</td>
<td>+</td>
<td>-</td>
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<td>Managed Internally</td>
<td>-</td>
<td>+++</td>
<td>+++</td>
<td>-</td>
<td>ML</td>
<td>Low $$ outlay; CR</td>
<td>Learning Curve; Management</td>
</tr>
<tr>
<td></td>
<td>Managed Externally</td>
<td>-</td>
<td>+</td>
<td>+</td>
<td>($$)</td>
<td>ML</td>
<td>Simple; Comprehensive</td>
<td>Cost; Not for small quantities</td>
</tr>
</tbody>
</table>
Examples

**Internal Craig’s List with Warehouse - Bowdoin**
https://www.bowdoin.edu/facilities/on-line-warehouse/furniture.shtml

**Staffed and Scheduled Warehouse - UNC**

**Multiple – Craig’s List, Warehouse, Auction – ASU, CSU**
https://cfo.asu.edu/surplus
http://cr.colostate.edu/surplus-property.html

**Local Donation - Harvard**
http://www.energyandfacilities.harvard.edu/facilities-services/recycling-waste-management/surplus-distribution

**National & International Relief - IRN**
www.irnsurplus.com
### Why Isn't Surplus a Zero-Waste Material?

<table>
<thead>
<tr>
<th>Reason</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communication/Education</td>
<td>15</td>
</tr>
<tr>
<td>Storage/Space</td>
<td>13</td>
</tr>
<tr>
<td>Lack of Management Support</td>
<td>10</td>
</tr>
<tr>
<td>Not Enough Staff</td>
<td>10</td>
</tr>
<tr>
<td>Stupid Restrictions</td>
<td>8</td>
</tr>
<tr>
<td>Not Enough Time</td>
<td>4</td>
</tr>
<tr>
<td>Diffuse Responsibilities</td>
<td>4</td>
</tr>
<tr>
<td>No Outlets for Large Quantities</td>
<td>3</td>
</tr>
<tr>
<td>Scavenging/Theft</td>
<td>3</td>
</tr>
<tr>
<td>Communication/Education</td>
<td>2</td>
</tr>
</tbody>
</table>
CONCLUSION

There are many ways to …

… Run a rapid
… Amuse a cat
… Peel a tomato
… Slice an anchovy
… Scratch an itchy place on your back

Many paths to successful surplus asset reuse

(but all take work and perseverance)
Thank You for Having Me

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Resources:
www.irnsurplus.com/wp

This is one of my favorite bike rides in South Jersey. That’s sea level in the background. Two feet of rising sea level, and it’s gone. Forever.