



GREENLYNX

Deconstruction Economics - San Francisco Bay Area

DECONSTRUCTION WORKGROUP WEBINAR
OCTOBER 21, 2020

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CEO



GREENLYNX

**2 Santa Rosa
Locations:
Reuse Store 2017
Lumber Yard 2020**

APPLIANCES
CABINETS
DOORS
FLOORING
FURNITURE
GARDEN
HARDWARE
LIGHTING FIXTURES
LUMBER
PLUMBING FIXTURES
WINDOWS



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**Opened
indoor & outdoor
Lumber Yard 2020**

**ALREADY DOING 4X MORE IN SALES
IN 2020 FROM 2019!**



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SERVICES

DECONSTRUCTION
INTERIOR GUTS
PICK-UPS
DROP-OFFS
DONATIONS TO PARTNERS





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DECONSTRUCTION ECONOMICS

CREDIT WORK

PICK-UPS (FREE - \$500)

DECK REMOVAL (\$750-\$1500)

DONATION

DO DONATION PROJECTS FOR THE REUSE PEOPLE AND REUSE ALLIANCE



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DECONSTRUCTION ECONOMICS

PROJECT TYPE DETAILS

1-4 DECONSTRUCTION & SALVAGE JOBS PER MONTH (1 CREW)

(AVERAGE HOUSE IS 2,000 SQ FT)

KITCHEN, BATH, OUTBUILDING REMOVAL (\$1500-\$5000)

GUT REMODEL/SALVAGE (\$7,500-20,000)

FULL TEARDOWN 1,000 SQ FT HOUSE

(\$15,000-20,000 VS. \$9,000 DEMOLITION)

FULL TIME CREW OF 3, PART TIME/TEMP 3-4



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REUSE CENTER ECONOMICS

2 FULL TIME, 2 PART TIME

DECON CREW PROCESSES AND HELPS ORGANIZE

SUBSIDIZED BY DECONSTRUCTION

\$1 A SQ FT FOR RENTAL

WAGES \$16.50-25 AN HOUR

ANNUAL SALES ARE INCREASING EACH YEAR BUT STILL NOT ENOUGH TO
COVER EXPENSES

HIGHEST SELLING CATEGORIES ARE DOORS, WINDOWS, LUMBER



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DECONSTRUCTION TRENDS

WORK RESTARTED IN AUGUST
WORKER SHORTAGE
MORE DECK & SMALL JOBS
INCREASE IN DONATION WORK

BAY AREA CAPACITY

URBAN ORE - 3 ACRES, 25,000 SQ FT

BUILDING RESOURCES - 1 ACRE, 4000 SQ FT 

~~5~~ 4 RESTORES - 15,000 SQ FT EA 

GREENLYNX - 10,000 SQ FT 1/5 ACRE

THE REUSE PEOPLE - 25,000 SQ FT

RECYCLETOWN 1&2- 4,000 SQ FT ~~1/2 ACRE~~ 

PLACEMAKERS - 3,000 SF 1/5 ACRE

~~THE AWAY STATION - 15,000 SF 1/3 ACRE~~ 

PLACEMAKERS, GREENLION, GREENLYNX, MARCAN ENTERPRISES, THE
REUSE PEOPLE, +2-4 DEMO/DECON HYBRID CO'S

BAY AREA DECONSTRUCTION FACTORS

PALO ALTO DECONSTRUCTION ORDINANCE (NOT IN OUR AREA)

SAN FRANCISCO DEVELOPING ORDINANCE

OAKLAND TO BEGIN WORKING ON ORDINANCE

TIME INCENTIVE FOR SALVAGE IN 1 TOWN NEAR US (OUT OF 20)

BAY AREA HOME PRICES HAVE TRIPLED + SINCE 2012

LOST ANOTHER 5,000 STRUCTURES IN 2020 DUE TO FIRES IN ADDITION
TO 8,000+ IN 2017, 2019



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REUSE STORE

3260 SANTA ROSA AVE 707-787-5989

LUMBER YARD

3220 SANTA ROSA AVE 707-757-5685

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