



STARDUST

The Economics of Deconstruction
October 2020
Karen L Jayne, CEO



STARDUST
BUILDING SUPPLIES

Founded in 1997

Stardust Building Material Reuse Centers

Two Phoenix Locations

Mesa

1720 W. Broadway Rd.
480-428-4684

Glendale

5150 W. Northern Ave.
602-424-1575



CABINETS
DOORS AND WINDOWS
APPLIANCES
PLUMBING
LIGHTING AND ELECTRICAL
HARDWARE
FLOORING
FENCING
MOLDING
FURNITURE
ARCHITECTURAL SALVAGE
OUTDOOR ITEMS
GREENSHEEN PAINT



Stardust Services



Stardust Deconstruction

- Selective or Skim Deconstruction
 - Interior:
 - Kitchens
 - Bathrooms
 - Accessories from drywall out and floor up
 - Exterior:
 - Pool equipment/fencing
 - Doors and windows
 - Shutters and garage doors
- Charge a nominal \$250 fee
 - Covers 67% of average job cost
- Do not get involved in appraisal
- Partner with local organizations for full deconstruction



The Economics of Stardust

- 97% self funded from Reuse Center revenue
- Thrive on quality material donations
- Deconstruction provides highest quality materials for resale
- We complete an average of 60 deconstruction jobs per month
- Stardust provides 30+ green jobs
- Only 1% of decon donors ask for tax credit information



Our Unique Economic Issues

- Construction and remodeling a primary driver of the Arizona economy
- Significant growth in home ownership; up 7.1% in Qtr2 2020
- In general, political climate not supportive of environmental policy
- Demolition still more common than deconstruction
- Advocacy for deconstruction will start at the incentive level



Marketing and Business Development Efforts

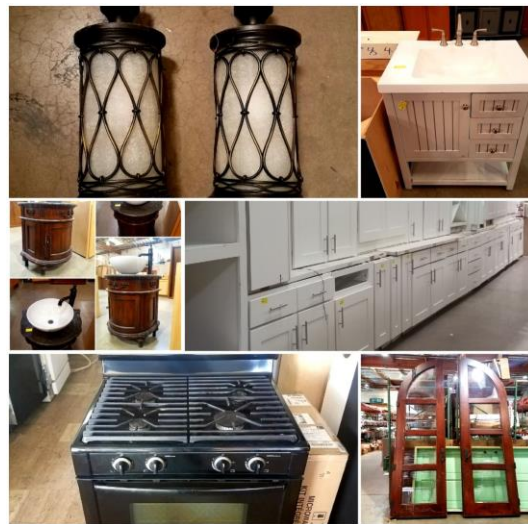
- 2019 Generic Deconstruction Video
- Partnerships with local General Contractors to grow deconstruction
- Active with GC Networking groups, local reuse associations and Green Chamber
- Implementing VONIGO scheduling software
- Looking at potential of subcontracting for deconstruction
- Working with local Cities to promote deconstruction



Reduce Waste • Save \$1,000s • Help Others



Donate



Shop



Volunteer



Tell Your Friends



STARDUST

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kjayne@stardustbuilding.org
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www.stardustbuilding.org