

# Unlocking Funding for Material Reuse

**Bay Area Deconstruction Work Group**

October 23, 2024



# Bay Area (& Beyond) Deconstruction Workgroup

- **Started by learning about Portland's Mandatory Deconstruction Ordinance (2017)**
- **Workgroup**
  - **Focus: San Francisco Bay Area Reuse – Fall/Winter 2024**
  - Hybrid – Bay Area, national & international participation
- **Website & Contact Us:**  
<https://www.stopwaste.org/BADWG>





# Agenda – BADWG Reuse Infrastructure

**10:00-10:10 – Welcome** Meri Soll, Senior Program Manager, StopWaste

**10:10-11:15 – Presentations**

- **James Slattery**, C&D Zero Waste Senior Coordinator, San Francisco Environment Department
- **Maura McKnight**, Executive Director, Business Council on Climate Change
- **Max Wechsler**, Vice President of Sales, Pacific Reclaimed Lumber & Supply
- **Krista Kuehnhackl**, Sustainability Coordinator, San Mateo County Sustainability Department
- **James Dawes**, Principal, PlaceMakers, Inc.
- **Stephanie Phillips**, Senior Manager, Deconstruction and Circular Economy, City of San Antonio Office of Historic Preservation
- **Sasha Plotitsa**, Founder & CEO, Formr

**11:15-11:50 – Q&A**

**11:50-12:00 – Closing**



# Deconstruction + Material Reuse: Funding Reuse Infrastructure

James Slattery  
C&D Zero Waste Sr. Coordinator  
October 23, 2024

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**ENVIRONMENT**  
DEPARTMENT



# Tracking the Journey

## Vision (2017)

- Improve policies and practices advancing safe recovery and reuse of building materials
- Collaboration between government, private, and nonprofit sectors

## Commitments (2018 – now)

- Ordinances, codes, and regulations
- Grants and government spending
- ESG frameworks and pledges
- Climate Action Planning
- USGBC/LEED and Living Building Challenge

## Action (Current)

- Cross sector working groups
- Emergence of entrepreneurial ventures & new markets, and voluntary practice shifts
- Bolstering and expanding physical infrastructure
- Development of virtual/online marketplaces and asset management tools



# Bridging the Gaps:

- Physical storage capacity
- Reuse facilities and material specialists
- Qualified surveyors
- Transport and logistics
- Network for reintegration and chain-of-custody
- Tools and equipment
- Incentivizing voluntary shifts

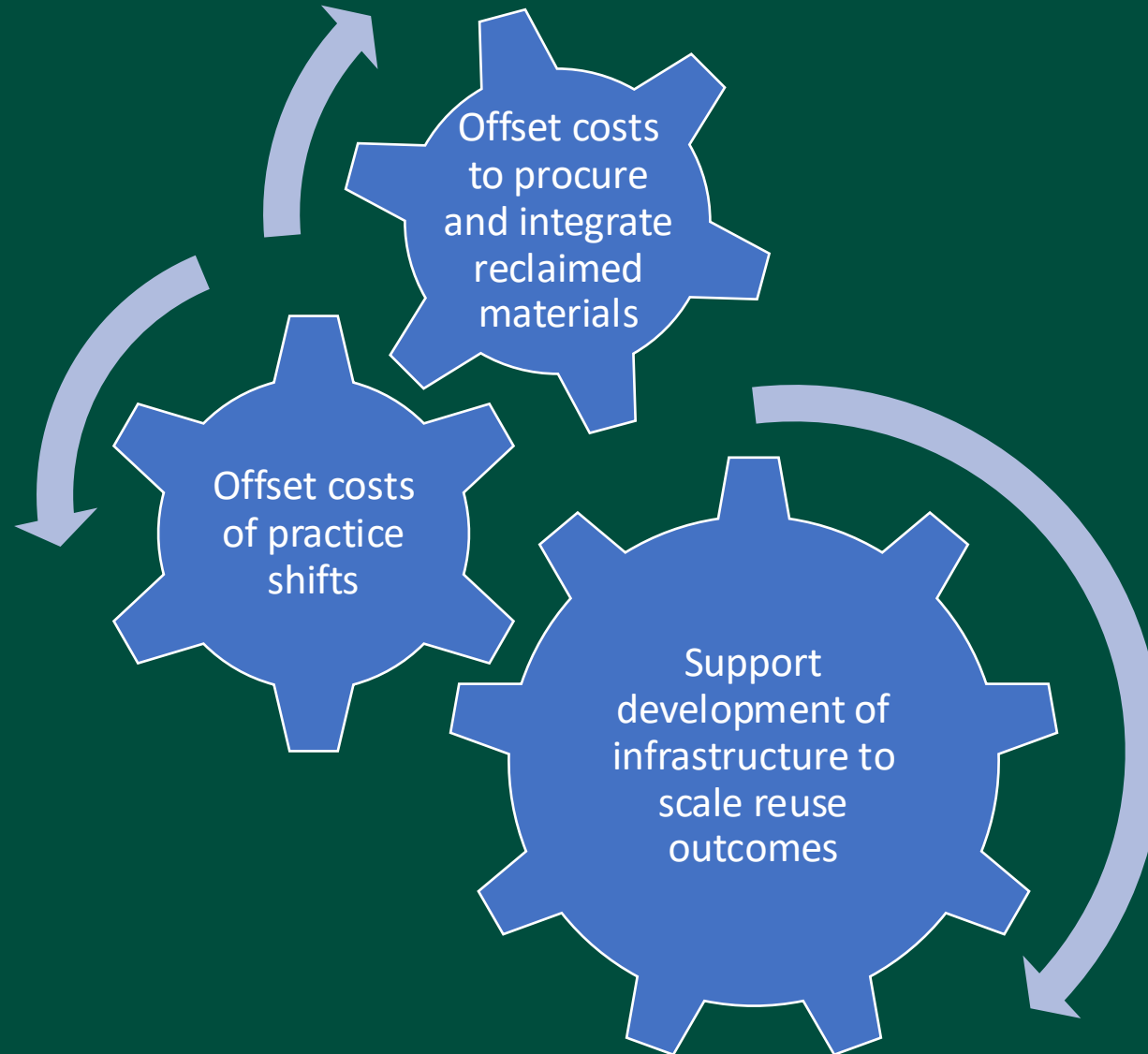




# Funding the bridge-building:

- Private-public partnerships
- Government grants and awards
- Philanthropy
- Impact investment
- Rebates and tax-based incentives
- Environmental fees
- Contract specifications
- Leverage municipal purchase power

# “Funding” to Scale Materials Reuse



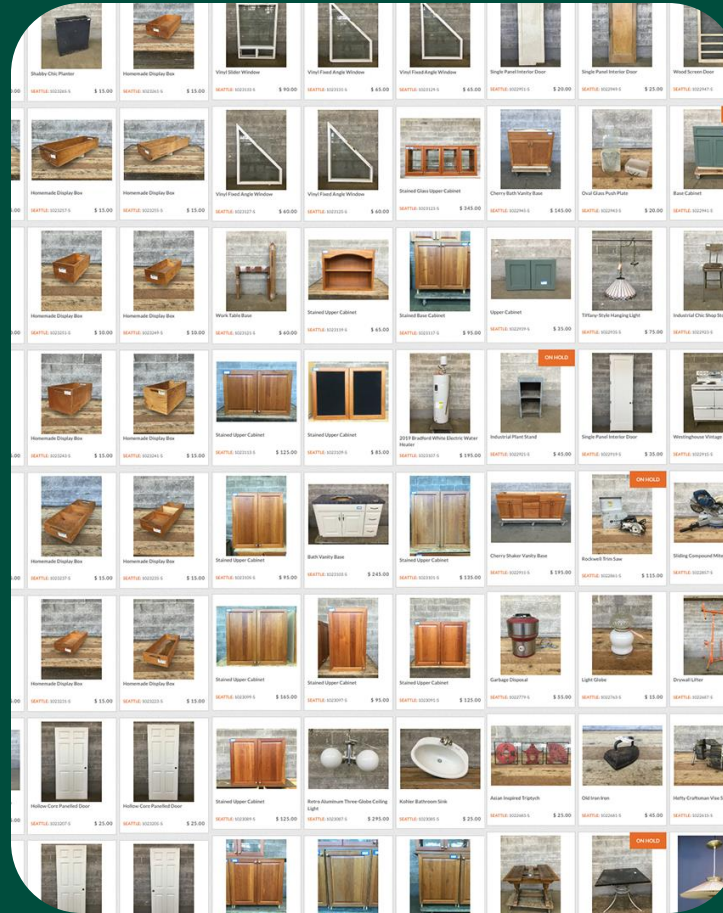


# SF Case Studies



Image: Madrone

CONNECTING SUPPLIERS & RECEIVERS



VIRTUAL ASSET MANAGEMENT



Image: Hilda Weges

PHYSICAL 'LAYDOWN' SPACE



NETWORK OF  
SUPPLIERS & RECEIVERS

# San Francisco Bay Area All For Reuse Alliance

[AllForReuse.org](http://AllForReuse.org)



Image: All For Reuse Initiative



VIRTUAL MARKETPLACE  
**San Francisco  
Bay Area  
Circularity  
Exchange**

Launched in early 2023!

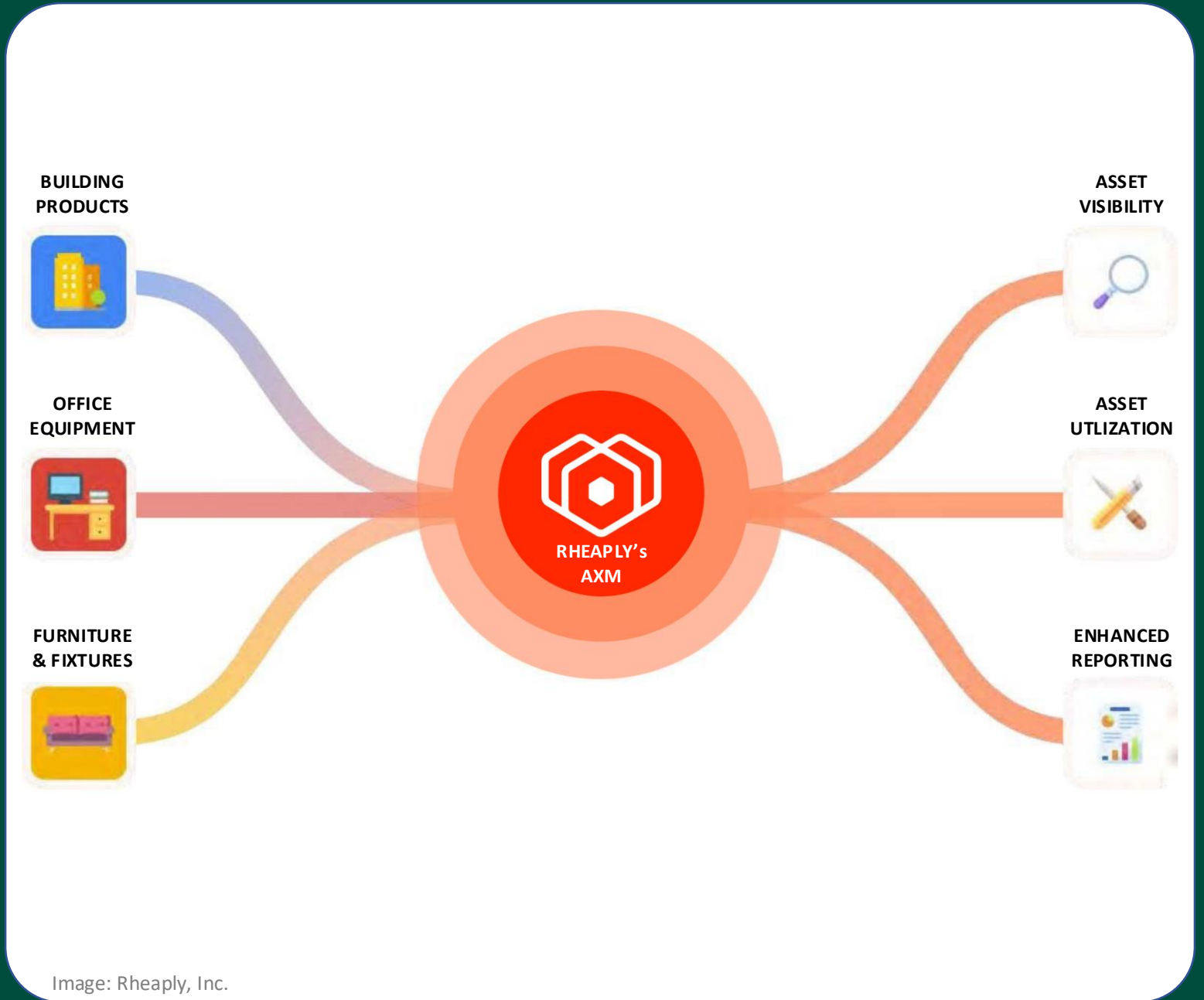


Image: Rheaply, Inc.

BOLSTER PHYSICAL 'LAYDOWN' SPACE

# Building Resources

SFE





REPURPOSING INFRASTRUCTURE  
TO PILOT CIRCULARITY PROGRAMS

# Building Resources Innovation Center

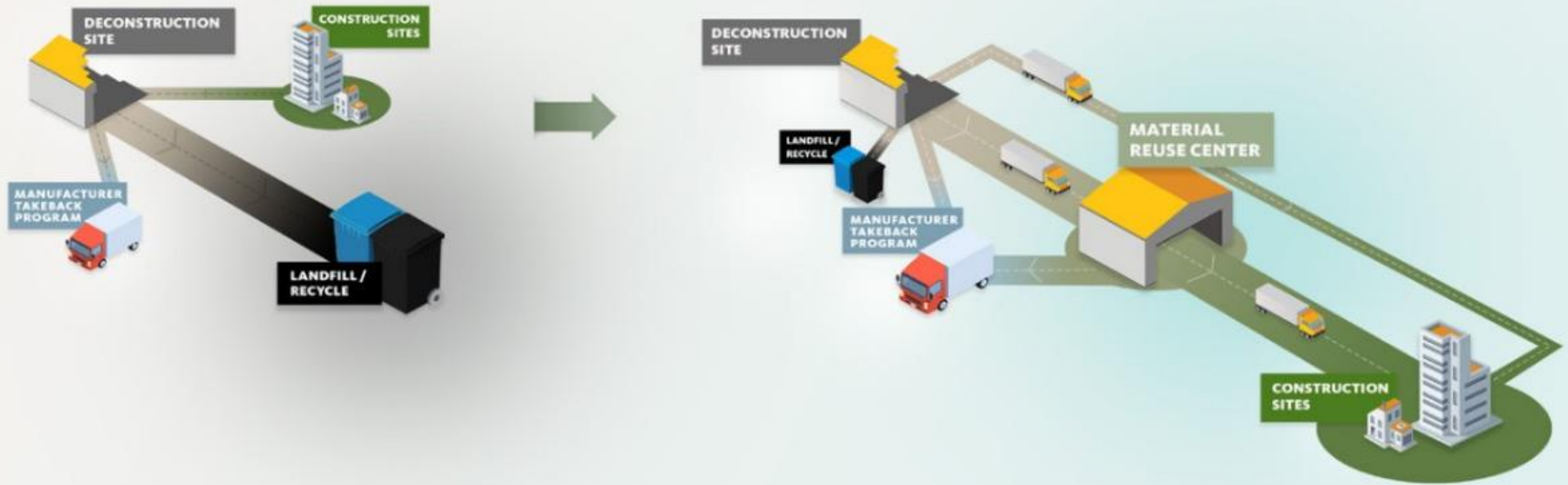
[bit.ly/bricanalysis2203](https://bit.ly/bricanalysis2203)



Image: Google Maps



# Building Resources Innovation Center (BRiC)



Waste | Building Materials Reuse



Addressing critical infrastructure gaps in commercial sector reuse



# THANK YOU

**James Slattery**

C&D Zero Waste Senior Coordinator

James.Slattery@sfgov.org



**SAN FRANCISCO**  
**ENVIRONMENT**  
**DEPARTMENT**

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**CLIMATE CHANGE**

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# Fundraising Thoughts Bay Area Decon + Reuse

MAURA MCKNIGHT  
EXECUTIVE DIRECTOR

Oct 2024

# Our Members

ARUP



AUTODESK

AVEVA



CSAA Insurance Group,  
a AAA Insurer



INTUIT



okta





# WHAT WE DO



**LEARN**



**SOLVE**



**ACT**

We connect corporate sustainability professionals to **learn**, work together to **solve**, and collectively **act** on their most important climate action opportunities.

- 
- Nonprofit
  - Founded 17 years ago by SF Environment
  - BC3 Staff:
    - 4.2 FTE Currently

ABOUT US





# How We Fund Our Work at BC3

## Two sources of revenue:

- Memberships (75% of revenue)
- Fee for Service (25% of revenue)
  - *Bay Area SunShares campaign;*
  - *solar & battery discounts*



Enough about us!



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# Key Questions I have

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- Who are you?
  - Public, private, NGOs,
  - A partnership?
  - Hard to raise \$\$ for a vague partnership
- What is the pitch?
  - What is the problem you are solving?
  - How much \$\$ do you need to seed this effort?
- What is the impact?
  - If this works - what does success look like?
  - Who would the success of this project impact?





## Key Takeaways (Cart before horse)

- Repurpose BRIC Proposal for broader audience of potential funders
- **Develop a 1-2 pager w/ summary** of the problem you are trying to solve
  - Then build a 5 - 10 slide pitch deck
    - What is the impact?
    - What is the \$\$ ask?
      - Think big: **Ex: \$1 million for 2 yrs start up funds to build a pilot; explore public-private partnership opps.**
- Hire a fundraiser...



# Deeper Dive into:

1. **Philanthropy**

1. **Corporate Finances & Funding**



# General Philanthropy Stats (2023) *from Nat'l Philanthropic Trust*

## In 2023:

- The **largest source of charitable giving came from individuals**
  - \$374.40 billion, representing 67% of total giving
- Foundation giving:
  - \$103.53 billion
- **Corporate giving:**
  - **\$36.55 billion (Smallest)**
- Majority of charitable dollars to **religion (24%), human services (14%), education (14%), grantmaking foundations (13%) and public-society benefit (10%).**

*... Hmmmm where is climate crisis funding you ask?*





A large, 3D-rendered graphic of the number '2' followed by a percentage sign '%', both in a vibrant red color. The numbers have a slight shadow beneath them, giving them a three-dimensional appearance.

*“Currently, less than 2 percent of philanthropic dollars go toward addressing climate change. Investment capital for innovative solutions that could reduce carbon emissions that lead to global warming is inadequate as well.”*

*- Peter Tavernise*

*Cisco Foundation; Climate Impact and Regeneration Lead*

# Where are Corporations Spending Sustainability-related funds?

- Staff for ESG Teams
- Consultants (lots of them!!)
- Mandated reporting efforts
- New software to track climate data & report to customers
- Decarbonization strategies (operations)
  - Building Operations / Decarb
  - Renewable Energy investments & RECs
  - Purchasing Sustainable Aviation fuels to offset business travel emissions
- Voluntary carbon market investments
  - Carbon credits, carbon removals, etc



# Corporate \$ is Hard Won

*(This is a FAKE, Sample Company btw)*



CEO



CFO



Impact Investment  
Person/Team



Philanthropy  
person/team



ESG  
person/team

- Sponsorship is easiest (small amounts)
- Grants are harder
- Investments are harder

## Why?

- Finding the right contact is HARD

## Advice:

- Work the contacts you know. Ask them how to approach



# ESG Teams...

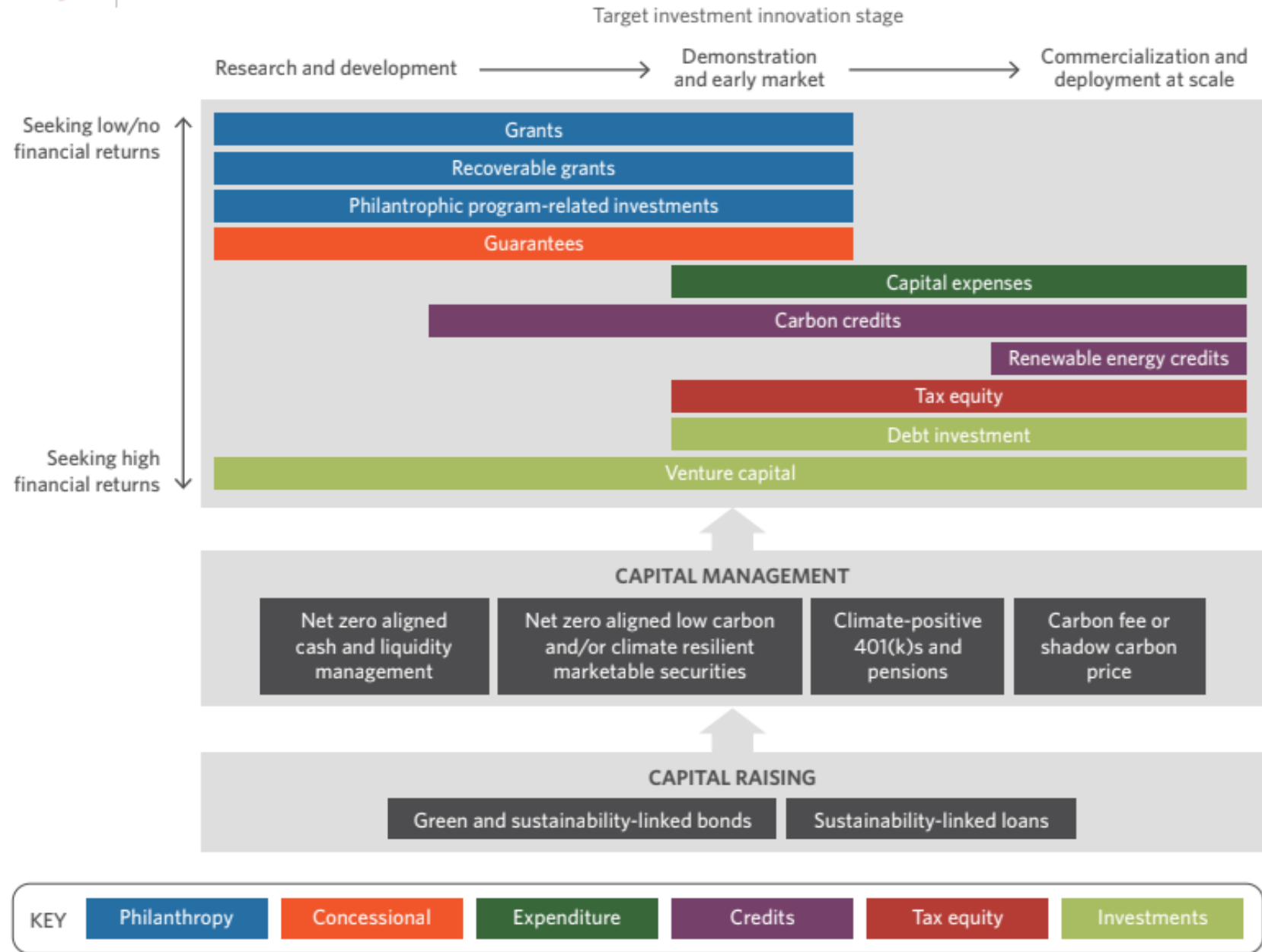
Turning the Titanic  
Before Hitting the Iceberg



- These teams are NEWER at their orgs
  - often have less internal political power
- Busy, under pressure
- Emerging mandates with deadlines in 2025/26
- Don't have cash for you
- May or may not have sway with Philanthropy or Investment teams



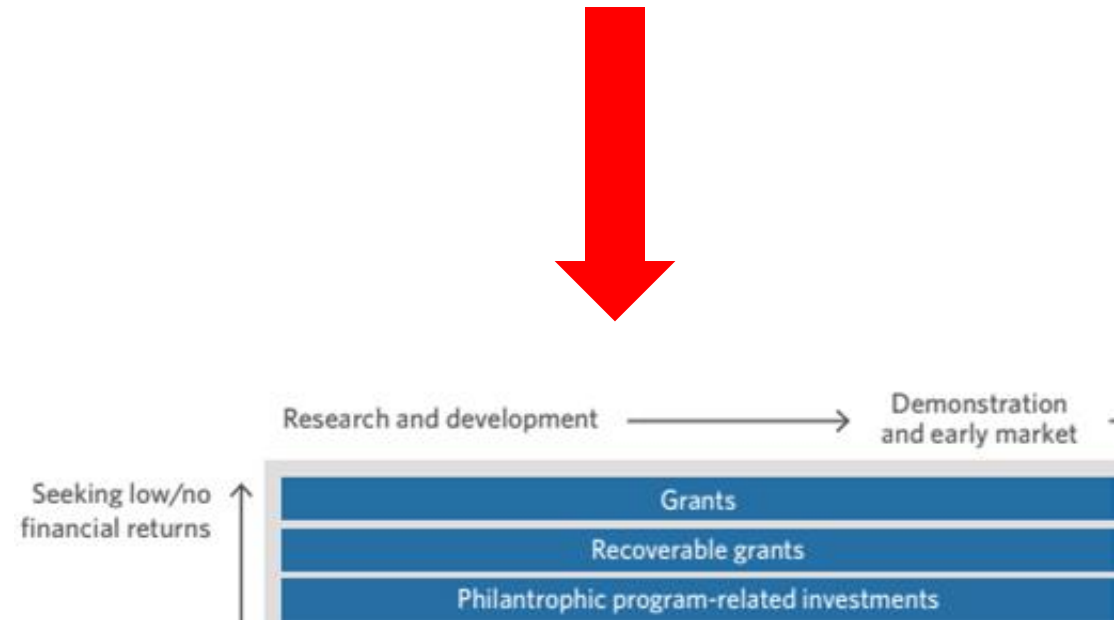
# Corporate \$



# Corporate Philanthropy Funds:

Often for:

- ***Nonprofits that align w/their “pillars” for impact***
- R & D, Pilots (rare)
- Seed funding (rare)
- Often tied to business impact or industry focus
- Not expecting returns
- ***Big expectations for IMPACT, stories, images, data***



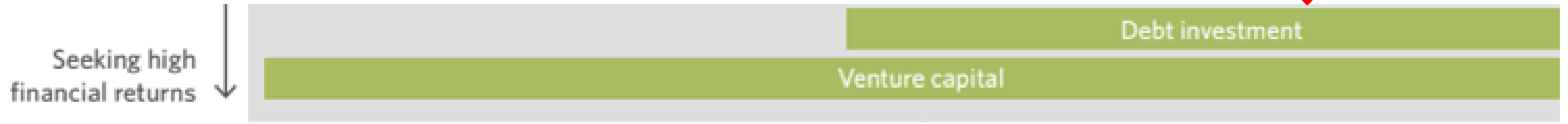


# What do Philanthropy Teams care about:

- Does this match our philanthropy pillars?
- What is the IMPACT?
- What data will I get in return?
- How will this help our company business objectives?
- Are there any good stories that will come out of this?
- Any good visuals?



# Corporate “Impact Investing” Funds:



## Corporate Investments are (often) for:

- Investments that have the potential for financial return
- Both high-risk & lower risk investments
- Sometimes hard to find “patient” capital that can wait long periods for ROI



# What do Corporate Investment Teams Care about?

- Returns, returns, returns
- Impact
- Innovation
- Scaling new things that will benefit their business/industry, etc
- Investing in things that will speed decarbonization in their industry and/or supply chain





# Example - Salesforce Climate/Sustainability Priorities



Our vision is to leverage the full power of Salesforce to accelerate our customers' journey to net zero emissions with **Net Zero Cloud**, lead the nature positive movement through **1t.org**, **invest in the ecopreneur revolution**, while reducing Salesforce's value chain emissions by 50% by FY31.

To achieve net zero residual emissions, **we focus on six sustainability priorities.**

# Example - Salesforce Philanthropy Focus Areas

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## Education & Climate

*“Guided by our values and accelerated by technology, we support education and climate initiatives that drive equity, impact, and innovation.”*

<https://www.salesforce.com/company/philanthropy/>



# 100M Trees Funded by 2030: Evaluating Our Progress

June 25, 2024 • 6 min read



400,000 Trees • Indonesia

Not Donatable

By Conservation International - Surf Conservation Program



1.8m Trees • Bahamas

€0.36 per tree

Donate

By Perry Institute for Marine Science

A close-up photograph of green leaves, likely from a young tree, filling the top left portion of the card.

**salesforce**

Type  
**Conserving, Restoring & Growing, Enabling**

This pledge will take place from  
**2020 to beyond 2030**

Australia, Canada, Denmark and more

Company website →

## Help fund 100 million trees conserved, restored and grown by 2030

PLEDGE BY  
**Salesforce**

Help fund the conservation, restoration and growth of 100 million trees by 2030, by tapping into the full power of Salesforce, including our technology, capital, and influence.

# Example - Cisco Climate/Sustainability Priorities

## Climate impact pillars

We focus on supporting solutions in six key areas:



### Protect and scale natural carbon sinks

We seek restoration and preservation of the Earth's oceans, soil, and forests through nature-based solutions.



### Adopt regenerative and resilient agriculture

We support food and farming systems that aim to restore and protect soil and ecosystem health.



### Promote inclusive clean energy solutions

We see energy as a way to improve lives and to alleviate pressures on the ecosystems we depend on.



### Resourcing action and connection efforts

We support community resourcing through education initiatives and improved financing structures.



### Advance the circular transformation

We promote a world where resources are perpetually reused, and waste is designed out of processes.



### Build sustainable infrastructures

Development of climate-smart cities to propel more climate-resilient communities.



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# Example - Cisco Philanthropy Focus Areas

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The Cisco Foundation focuses on underserved communities and looks for solutions that harness the power of the Internet and communications technology.

- **Investment areas:** We focus our support where we can make the biggest impact—crisis response, education, and economic empowerment.
- **Support for nonprofits:** We make strategic grants to programs with long-lasting impact at local, national, and global scale.
- **Engaged employees:** We empower employees to give more by matching their donations or making cash donations when they volunteer.

 [Products and Services](#) [Solutions](#) [Support](#) [Learn](#) [Trials and demos](#)

[About Cisco](#) / [Corporate Social Responsibility](#) / [Environmental Sustainability](#)

# Climate Grants and Investments


Providing impact investments and nonprofit grants to support innovative climate solutions.

[Our Funding](#) [Our Pillars](#) [Our Commitment](#) [Taking Action](#) [Impact Stories](#) [Funding Recipients](#) [Purpose Report](#)

## Fostering resiliency, empowering people, protecting the planet

In 2021, the Cisco Foundation committed US\$100 million over 10 years to fund nonprofit grants and impact investing in climate solutions.


Our funding takes two forms:



### Impact investments

Venture and fund investments in early-stage climate companies, from Pre-Seed to Series A.

[How to apply >](#)



### Grant funding

Grants given to eligible nonprofit organizations working on building an inclusive, regenerative, and resilient climate future.

[How to apply >](#)



## Taking action to protect the planet

Watch this video about Cisco Foundation grantee Canopy, which was created via a partnership with Global Citizen.

[Watch Video \(2:08\)](#)

## Key Takeaways / Thoughts

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- Repurpose BRIC Proposal for broader audience of potential funders
- **Develop a 1-2 pager w/ summary** of the problem you are trying to solve
  - Then build a 5 - 10 slide pitch deck
    - What is the impact?
    - What is the \$\$ ask?
      - Think big: **Ex: \$1 million for 2 yrs start up funds to build a pilot; explore public-private partnership opps.**
- Hire a fundraiser...



# Resources (Corporate Finance & ESG Goals)

- ["Corporate Climate Finance Playbook"](#), developed by CPI and Salesforce
- Salesforce's [philanthropy page](#) & [sustainability info](#)
- Cisco's [Climate Grants and Investments program](#)
- Atlassian's inspiring [sustainability program guide](#), ["Don't #@!% the Planet"](#)





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# MAURA MCKNIGHT

Executive Director

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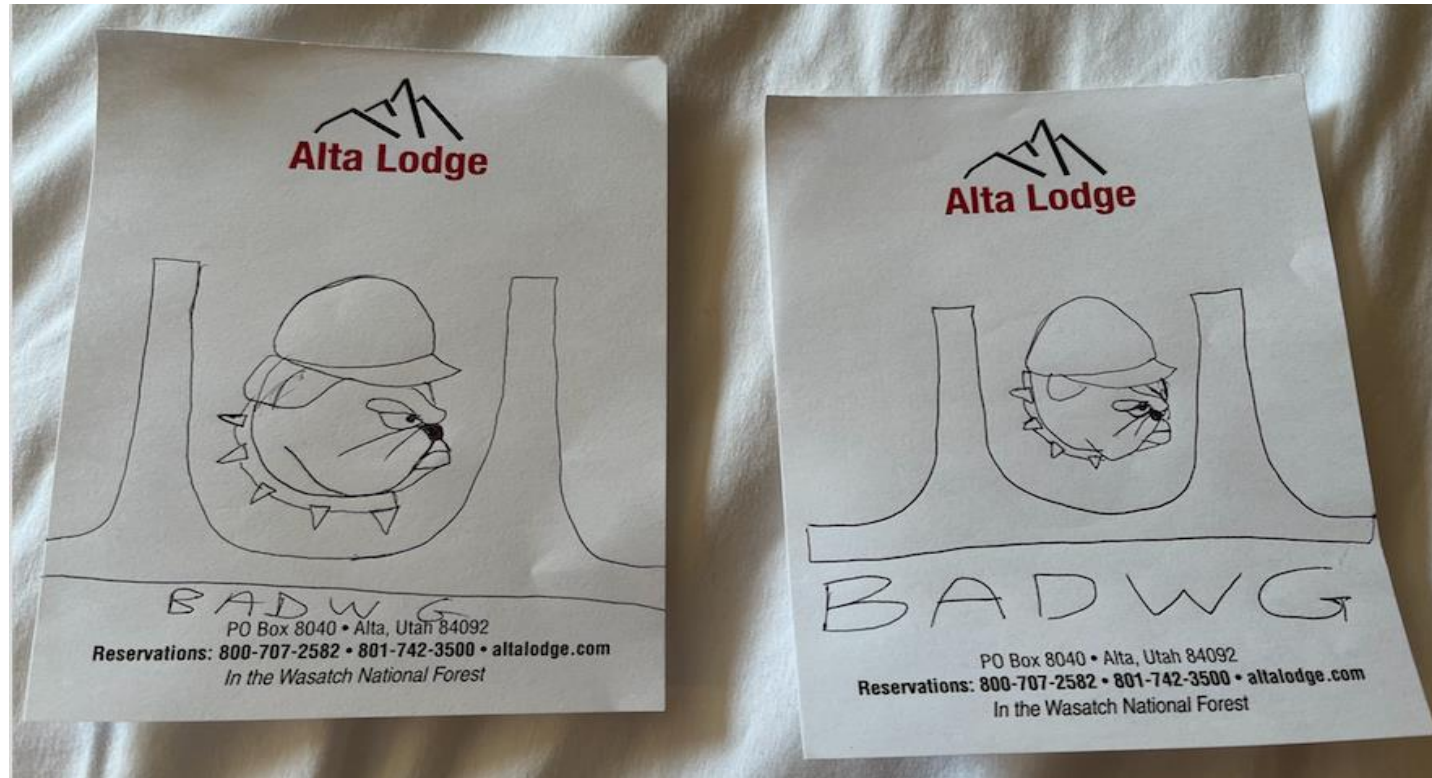
Learn more at [www.bc3sfbay.org](http://www.bc3sfbay.org)

The Business Council on Climate Change is a fiscally sponsored project of Community Initiatives, a 501(c)3 California non-profit benefit organization.



# Berkeley's Salvage Service Fee

(and a few other private-public partnership funding mechanisms)



By Max Wechsler

For the Bay Area Deconstruction Work Group

October 23, 2024

# Quick Background of Urban Ore

- Mission driven, for-profit reuse retail and recycling facility in Berkeley since 1980
- 3 acres, 30,000 sq. ft. warehouse, ~40 employees, \$3.5M gross revenue
- Salvages at the City of Berkeley Regional Refuse Transfer Station





# Incubation Phase



From 1983 – 1989, Urban Ore’s General Store was on the City’s transfer station property. The company paid no rent until it earned \$11,000 a month. Then it paid 10% of the amount over \$11,000.



# Disposal Numbers

2017	Transfer Station (Tons)		Recycled (Tons)					Recycled (Pounds)				Total Recycled (Tons)
	Salvaged	Dumped	Nonferrous Metals	Ferrous Metals	Glass	Ceramics	Electronic Breakage	Plastics	Textiles	Auto Batteries	Cardboard	
Jan	60.5	1.2	6.6	15.1	0.2	-	3.9	94.3	360	-	2,510	27.4
Feb	56.2	11.6	3.8	-	0.1	-	3.0	90.4	360	-	1,980	8.2
Mar	67.1	6.7	6.7	18.2	-	13.44	3.4	-	1,050	-	2,020	43.2
Apr	56.4	21.6	3.5	15.1	0.1	-	0.7	89.4	480	-	3,050	21.2
May	68.7	10.8	6.8	16.8	9.8	-	4.3	399.0	1,000	35	920	38.8
Jun	62.4	6.8	7.0	16.5	9.8	12.05	1.9	81.2	680	-	-	47.8
Jul	60.5	2.6	4.6	16.2	0.1	-	3.7	575.4	1,160	-	-	25.5
Aug	62.0	1.4	30.2	-	0.1	-	4.4	91.3	1,440	-	-	35.5
Sept	63.3	1.7	4.2	14.7	0.1	-	2.6	88.9	1,070	805	-	22.6
Oct	64.6	0.7	6.5	-	10.1	8.72	2.3	-	930	-	-	28.0
Nov	58.2	14.3	15.2	1.8	10.1	-	2.1	-	810	224	-	29.7
Dec	49.4	1.0	3.2	1.3	-	-	2.3	-	850	-	-	7.2
<b>Total Pounds</b>								1,510	10,190	1,064	10,480	
<b>Total Tons</b>	<b>729.1</b>	<b>80.3</b>	<b>98.3</b>	<b>115.7</b>	<b>40.6</b>	<b>34.2</b>	<b>34.5</b>	<b>0.8</b>	<b>5.1</b>	<b>0.53</b>	<b>5.24</b>	<b>335.0</b>

# Timeline

198? = First Salvaging Contract with City of Berkeley

2000 = First Contract with Salvage Service Fee (AB 939, Moving Sites)

- Low interest loans, revolving fund totaling \$350,000 (City, County, State)
- Invention of “Material Recovery Enterprise” in building zoning code

2012 = City rescinds Salvage Service Fee (Great Recession)

2020 = City renews contract with Salvage Service Fee matching landfill disposal

- \$47.74 per ton = ~\$35K Annually

# How did it happen?

- Lobbying for years
- A good administration with former relationships
- Sit down with Councilperson Sophie Hahn
- Sit down with Director of Public Works Phil Harrington
- Zero Waste Division Manager Greg Apa writes contract amendment
- City Council votes on Consent Calendar to approve contract renewal



## CURRENT SITUATION AND ITS EFFECTS

Urban Ore has partnered with the City of Berkeley for 20 years to salvage reusable materials from those materials that would have been permanently landfilled and promote the City of Berkeley's Zero Waste Goal. Urban Ore's current expenditure neutral contract expires June 30, 2020. The new contract will be an expenditure contract paying Urbane Ore the equivalent cost of the landfill fee associated with the tonnage they keep out of the landfill. The new contract will allow the City to continue reduction of landfilling reusable materials, and support the City's Zero Waste Goal to reduce materials to be landfilled.

# Measurable Economic Benefits (2018)

Purchases for resale*	\$ 56,500
Sales taxes collected**	\$226,000
Property taxes	\$114,000
Payroll taxes, fed & state	<u>\$315,000</u>

TOTAL \$711,500

\* What the company pays out to supply-side customers for bringing in high-quality merchandise. Averages ~\$100K annually

\*\* Over \$340,000 since 2021



# Intangible Benefits

- \$\$\$ saved by customers purchasing affordable goods (demand side)
- Disposal \$\$\$ (and time) saved by customers at the Transfer Station (supply side)
- Creation of local jobs
- Preservation of cultural and material value
- Community and social benefits = PRICELESS
- Climate impacts (!!!)

# Salvaging Contract

(renews every 3 years)

Urban Ore has:

- Exclusive rights to salvage
- Space for a staff shed and a box truck
- Salvagers report hazardous materials to City staff

Requirements:

- To receive payment, Urban Ore submits a monthly invoice including a summary of the weigh-out tickets
- Quarterly reports are submitted to the City including tons salvaged, total staff hours worked, and any incident reports
- Urban Ore to meet safety requirements and attend safety meetings, including hazardous materials recognition training

# Resources

- EPA Berkeley Zero Waste Study:  
<https://www.epa.gov/transforming-waste-tool/zero-waste-case-study-berkeley>
- EPA Webinar About Contract:  
<https://youtu.be/1xld5lumXgw?t=1724>
- Contract with City of Berkeley:  
<https://www.epa.gov/transforming-waste-tool/full-contracts-and-agreements-berkeley-ca>

# Thank you







# Funding Reuse

**October 23, 2024**

Krista Kuehnhackl  
Sustainability Coordinator

James Dawes  
Principal



# Funding

## Budget

- Some have larger budgets than others
- Our budget comes from AB 939 fees
- We chose to invest in deconstruction and salvaged building materials





# Salvage Center

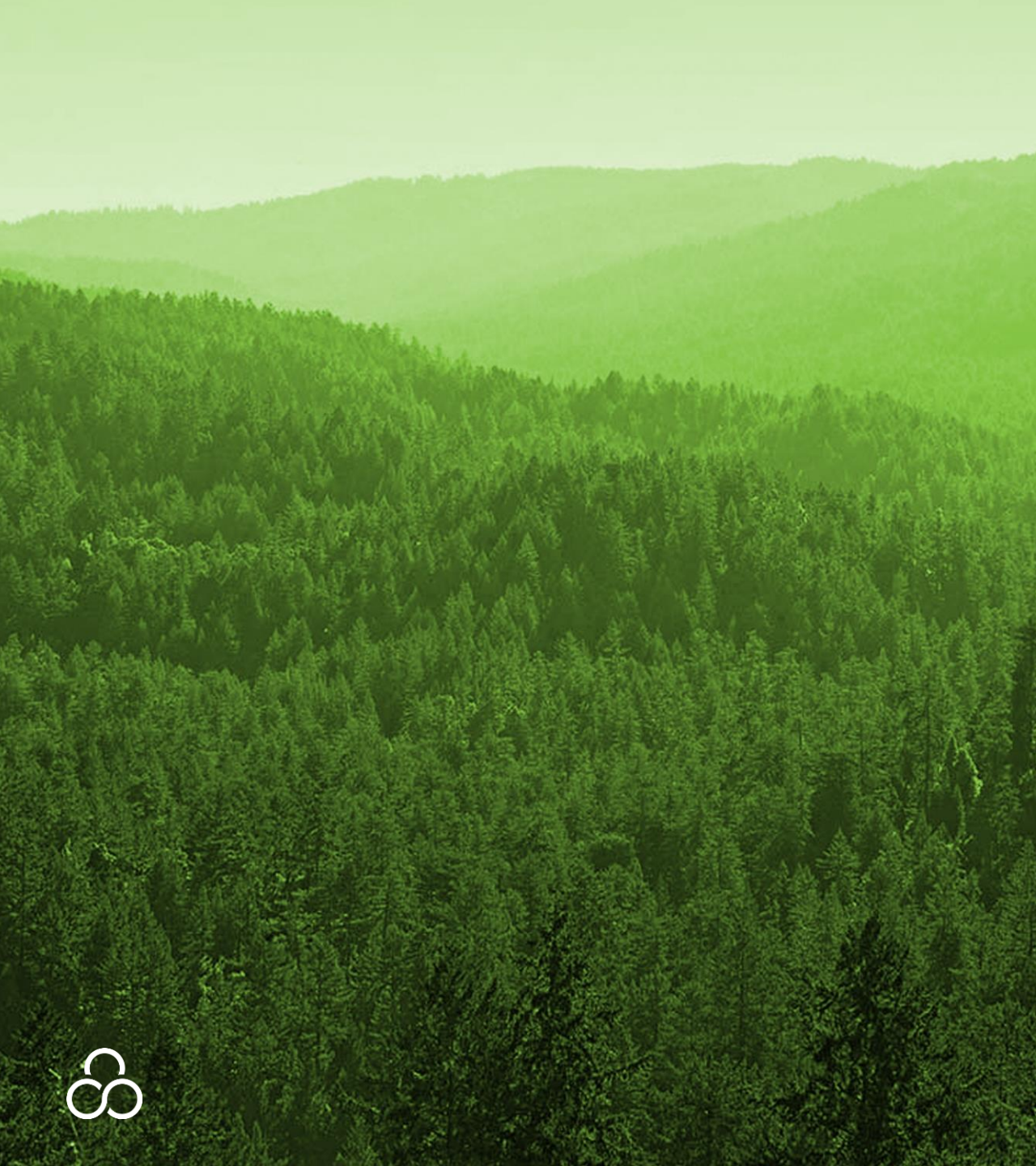
## Request for Proposals



- Released a RFP in July 2019 to develop and operate a Salvage Center to donate and purchase salvaged building materials
- Awarded the contract to PlaceMakers Inc. in San Carlos
- Contract went from January 2020 through January 2023







# Construction, Deconstruction, and Demolition Guide

For San Mateo County



 SAN MATEO COUNTY  
Sustainability  
Department

[www.smcsustainability.org](http://www.smcsustainability.org)  
888-442-2666





# PlaceMakers Inc.

## Improvements



### Donations

- Started accepting salvaged materials from the public
- Partnered with The Reuse People to provide tax deduction receipts

### Operating Hours

- Went from appointments only to open 5 days a week including Saturdays



# PlaceMakers Inc.

## Improvements



### Improvements

- Expanded 5,000 sqft
- New lumber racks, cantilever racks, and forklift
- Four new shipping containers for materials
- Improved driveway



## PlaceMakers Inc.





# PlaceMakers Inc.

## Improvements



### Staffing

- Hired a yard manager
- Hired a marketing manager

### Marketing

- Increased outreach and social media





# PlaceMakers Inc.

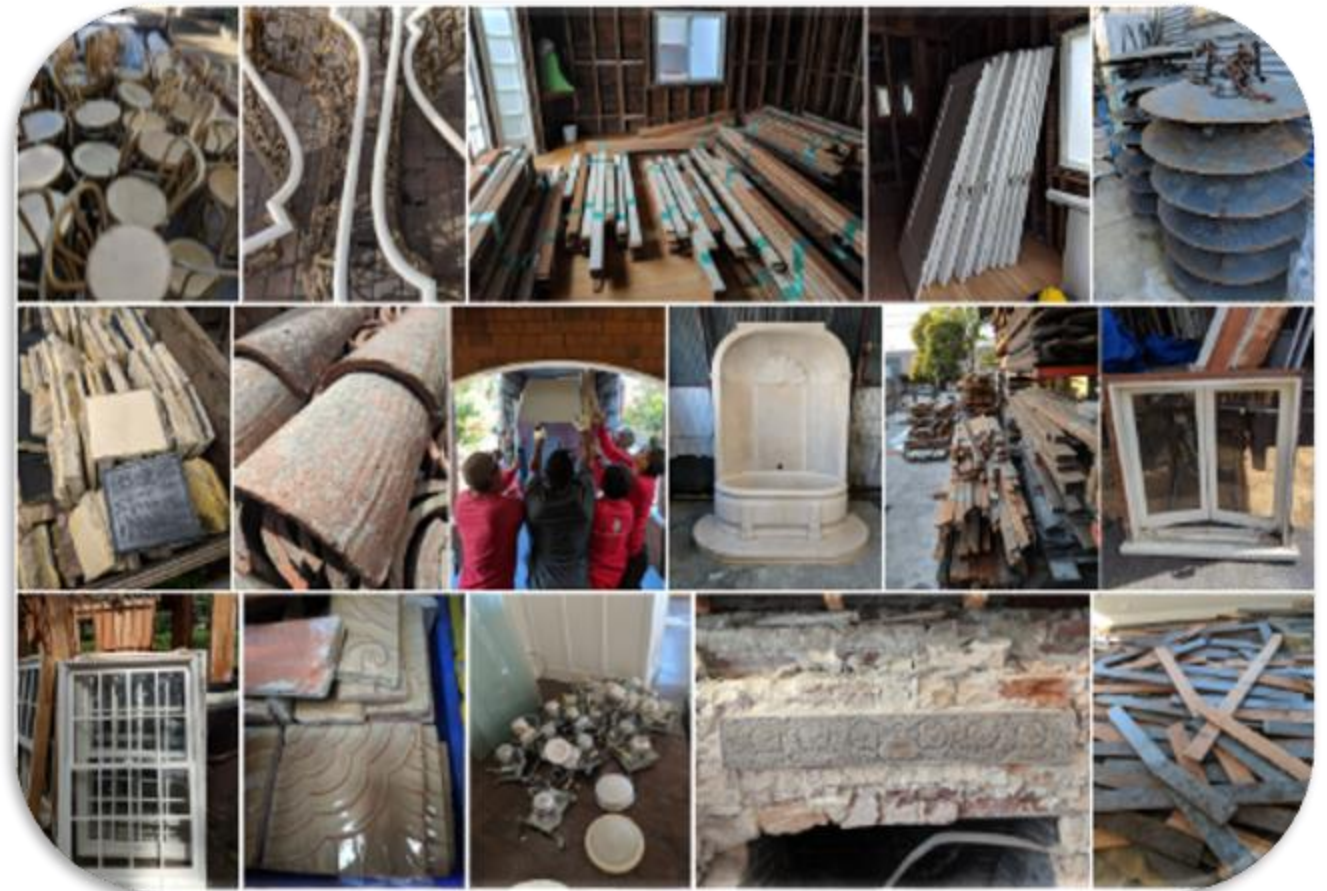
...



# PlaceMakers Inc.

## Reporting

- 2019 0 donations
- 2022 55
- 2024 110





# PlaceMakers Inc.

## Reporting



- 2019 \$50,000 material sales
- 2022 \$400,000
- 2024 \$600,000

AD no:	CRAIGSLIST TITLE NAME & PRICE	Description
1018	Marble Tile Bathroom Accent Wall - \$350	\$350 for the lot. (35) pieces, 3/4" thick marble tile for an accent wall. There are 35 pieces.
1019	2X4 Reclaimed Vertical Grain Douglas Fir Tongue and Groove Decking - \$12	\$3.50 linear foot, \$5.25 board foot, \$14 square foot. This wood is beautiful and well-maintained.
1020	2X10 Clear Redwood Redwood Boards Lumber - \$12	In various lengths from 12' to 20'. All \$12 per linear foot, which means
1021	1X6 Rustic Rough Sawn Douglas Fir Accent Walls - \$30	10' to 13' lengths, about 260 square feet available. You may purchase
1025	2 Matching Interior Doors in Jambs - \$150	(2) matching interior doors in jambs, \$150 each. In great condition. Solid c
1026	Jeld-Wen Closet Hanging By-Pass, Bi-Fold and Pocket Doors - \$50	\$50 each. Closet doors all in great condition. GR203 - GR206 are Jeld-W
1028	2 Matching Interior Doors in Jambs - \$150	(2) matching interior doors in jambs, \$150 each. In great condition. Solid c
1029	Towerleaf M42 Bi-Metal Band Saw Blade 500' X 1/2" X .035" - \$850	\$850 per roll. (7) pieces, each one is 500+'. Towerleaf brand. We will sell e
1030	Mid Century Modern Front Door with Stained Glass Sidelite - \$475	Removed from a 1958 home. Jamb: 4 3/4" X 48 1/2" X 82 1/4". Door: 34 3
1033	60 in. x 30 in. White Alcove Bathtub with Right Drain - \$250	Kohler. 14" tall, 30" from wall, 60" long. Right hand drain. Cast iron
1036	36" Thermador Gas Cook Top with Griddle - \$50	19 1/2" X 36" gas cook top. Works well but needs to be cleaned up. I don'
1038	MCM 1951 American Standard Pink Bathroom Sink - \$325	Wall-mounted or wall-hung. True mid-century modern! No faucet but it
1041	Tempered Glass Fireplace Screen - \$120	No scratches, no chips, no dents. Inset: 41" X 26". Outside: 44 1/4 X 29 5
1043	Large Double Casement Window 105X36 Double Pane - \$600	The window is much nicer than the photos show. All wood construction.
1045	2X6 T&G Douglas Fir Decking Great Condition! Tongue and Groove	\$2.50 per linear foot. All in good, clean condition. 2 in. x 6 inch, 1034 squ
1046	Many Antique Window Sash Weights - \$10	\$10 each. Vintage window sash weights in 4 lbs and 8 lbs. About 50 piece
1047	Lot of Outdoor Carriage Lights Exterior Sconces - \$100	23 exterior lamps in 3 different sizes. Excellent quality group of exterior la
1049	Mid Century Modern Front Door with Sidelite and Transom MCM - \$	True MCM! Original front door from a 1958 home. There are 2 broken side
1050	Dual Pane Picture Window with Casements on Each End XOX - \$8	All wood construction. Jamb: 3" X 10' X 4'. Crank casements on the
1053	(2) Historically Significant 1926 Bronze Double Doors in Arched Jan	(2) Historically Significant 1926 Bronze Double Doors in Arched Jamb with
1055	2 Piece Home Office Side Bar Nook Cabinet Set - \$100	The set includes the two cabinet pieces in the photos. The counter top is r
1057	(15) Sheets of Used Vintage Corrugated Metal - \$30	\$30 each. We have about 15 sheets of salvaged reclaimed corrugated sh
1058	Kohler K-R10651-SD-VS Sous Kitchen Sink Faucet Stainless Steel	Good used condition. If you are opening a restaurant or upgrading one thi
1059	3000 Square Feet Reclaimed Engineered Hardwood Oak Flooring	\$5/square foot, 3000 sq' available. 1/2" thick. 18" to 73" lengths, tongue a
1063	(7) Icera 1.28 Toilets with Soft-Close Seat - \$150	\$150 each. 7 available, all the exact same. Icera 1.28 toilet with soft close
1064	Pair of Interior Sliding Barn Doors - \$250	\$250 for the pair including the rollers and the top rail. In great condition. S
1067	Vintage Oak Fireplace Surround with Mirror - \$575	I would guess that this is from 1890 - 1910 era. Beveled mirror with







SAN MATEO COUNTY  
**Sustainability  
Department**



PLACE MAKERS INC.

# Thank you!

[www.smcsustainability.org](http://www.smcsustainability.org)

888-442-2666

[placemakersinc.com](http://placemakersinc.com)

650-303-7530

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# San Antonio's Deconstruction & Circular Economy Program

Stephanie Phillips  
Senior Manager, Deconstruction & Circular Economy

A collage of colorful graphic elements promoting deconstruction and circular economy. The elements include:

- An orange rounded rectangle with the text "RESTORE BUILDINGS save the world!"
- A teal rounded rectangle with the text "DECONSTRUCT DON'T DESTROY"
- A green circle with the text "preservation is CLIMATE ACTION" and a pink flower icon.
- A pink starburst with the text "CHOOSE TO REUSE"
- A yellow rounded rectangle with the text "THE GREENEST BUILDING IS ALREADY BUILT" and two flower icons.
- A purple rounded rectangle with the text "REUSE IT OR LOSE IT!"
- A light orange triangle with a recycling symbol and the text "reuse KEEPS IT LOCAL"
- A green circle with the text "REPAIR IT ALL" and a wrench and screwdriver icon.
- A teal circle with a circular arrow icon.
- Small decorative flowers and starbursts in various colors.





# Deconstruction Ordinance

Adopted September 2022

***San Antonio's oldest small-scale housing stock is now required to be deconstructed and salvaged.***

**CURRENT:** 1920 or earlier citywide,  
1945 or earlier in protected areas

**IN 2025:** 1945 or earlier citywide,  
1960 or earlier in protected areas



*Deconstruction is a demolition alternative,  
not a preservation alternative*





## Funding Sources

- **City budget:** General fund (including other City departments)
- **Grant:** Council of governments via Texas Commission on Environmental Quality (state)
- **Grant:** Texas Historical Commission via National Park Service (federal)
- **Grant + sales tax:** Workforce funding through partners (local, state, national)
- **Donations:** MOA with local sister nonprofit
- **Family foundation:** J.M.Kaplan Innovation Prize
- **Research:** Partnerships with UTSA, etc.
- **In-kind contributions from partners:** rent, services, sites, and more





A photograph showing several construction workers in white hard hats and high-visibility yellow vests working on a site. They are standing on a wooden platform over a large, rectangular excavation pit. The pit is lined with concrete and contains a layer of dark, rocky soil. In the background, there are trees and a sign that reads "San Antonio Missions National Historical 1.0 Miles".

## Funding Themes

- Historic preservation
- Waste reduction
- Affordable housing
- Environment
- Workforce development
- Economic development
- Innovation
- Student service learning and research
- Site revitalization



# Example: Workforce Development

Budget line items:

- **Trainer fee:** City + workforce development nonprofit (split)
- **Hazardous abatement:** National Park Service (site owner)
- **Tools:** City, nonprofit partner, + state solid waste grants
- **Dumpsters:** in-kind (City solid waste department)
- **Apprentice case management, salaries, and wraparound services:** workforce development nonprofit, sales tax, + grants
- **Overall coordination + management:** City





# Example: Material Innovation Center

Budget line items:

- **Rent:** In-kind by property owner (free)
- **Facility improvements:** Property owner, grants
- **Tool library, events, workshops:** Nonprofit partner, grants, in-kind, City
- **Material transport:** City (includes other departments)
- **Digital inventory tool - Rheaply:** City (specific resilience fund connected to public utility profits)
- **Miscellaneous:** Family foundation grant
- **Targeting:** Federal funding (EPA SWIFR), private investment (C40 Reinventing Cities Competition), City (budget improvements)





*The landfill doesn't deserve these materials.*

**Our communities do.**





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# Formr

Second chances. For people and planet.

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# Feedstock

## Workflow

Contractors contact us when they have lumber debris ready to be picked up

We go to job site and pick up lumber, bring back to studio and clean it

Free service





# Feedstock

## Challenges

Sometimes the wood is full of nails and it's not cost-effective to remove them

It's usually not sorted onsite

We pick up the material regardless of quality to maintain a good relationship with contractor, even though some of the material may be unusable

Contractors already set up efficiencies in their workflow and don't want to introduce a new step to potentially slow down their process

Inconsistent supply and demand

Lumber is usually soft wood

Sometimes not enough space for storage

# Revenue channels

Fortunately received press and awards which gave us some legitimacy with retailers

Retail stores and drop-shippers

D2C

Ethically made corporate gifts

Custom work

Circularity program



# Scaling Initiatives

**To have better financial stability, make more impact on environment and provide more workforce opportunities**



Affordable (subsidized) housing

Aligned mission (possible workforce development)

Affordable housing collection of furniture, accessories

Hotels

ESG (Environmental, Social & Governance)

Accessories, art

Building materials

Door trim, baseboard, screen wall, banister, railings, decorative features, etc.

Funding (grants/donations)

# Scaling Initiatives

## Challenges

Affordable housing and Hotels

Access to decision-makers and finding the right fit for the affordable housing collection

Building materials

Creating awareness about upcycled material resources for designers to utilize

Funding

Access grants due to our size & limited experience in grant writing

# Thank you

Sasha Plotitsa

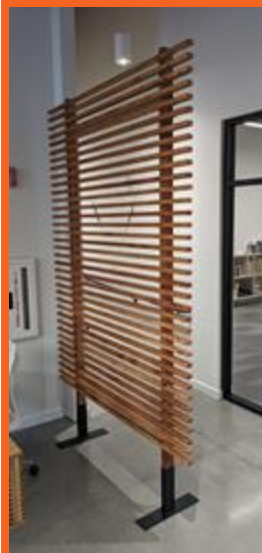
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746 Natoma St. (@ 9th St.)

San Francisco



FORMR

Second chances for  
people and planet.




Bay Area Deconstruction Work  
Group: Funding for Material Reuse  
Survey

**Collecting  
Outcomes  
and  
Findings**



<https://forms.office.com/g/J8Hd4DLBnC>



*Thank you for your  
important work to scale  
up reuse!*

**Nov. 21, 2024 (10-12 PT)**

Next Bay Area  
Deconstruction Workgroup  
Meeting

*Practice Shifts*

<https://www.stopwaste.org/BADWG>

Contact Annika Sial at [annika.sial@sfgov.org](mailto:annika.sial@sfgov.org)  
to be added to the invite list