

# Reuse of Surplus School Furnishings ...



*Holbrook Middle/High School*

## The Best Solution

Mass. DEP / Mass. School Building Authority

*Trash to Treasure Workshop*

Weston, MA

December 5, 2018



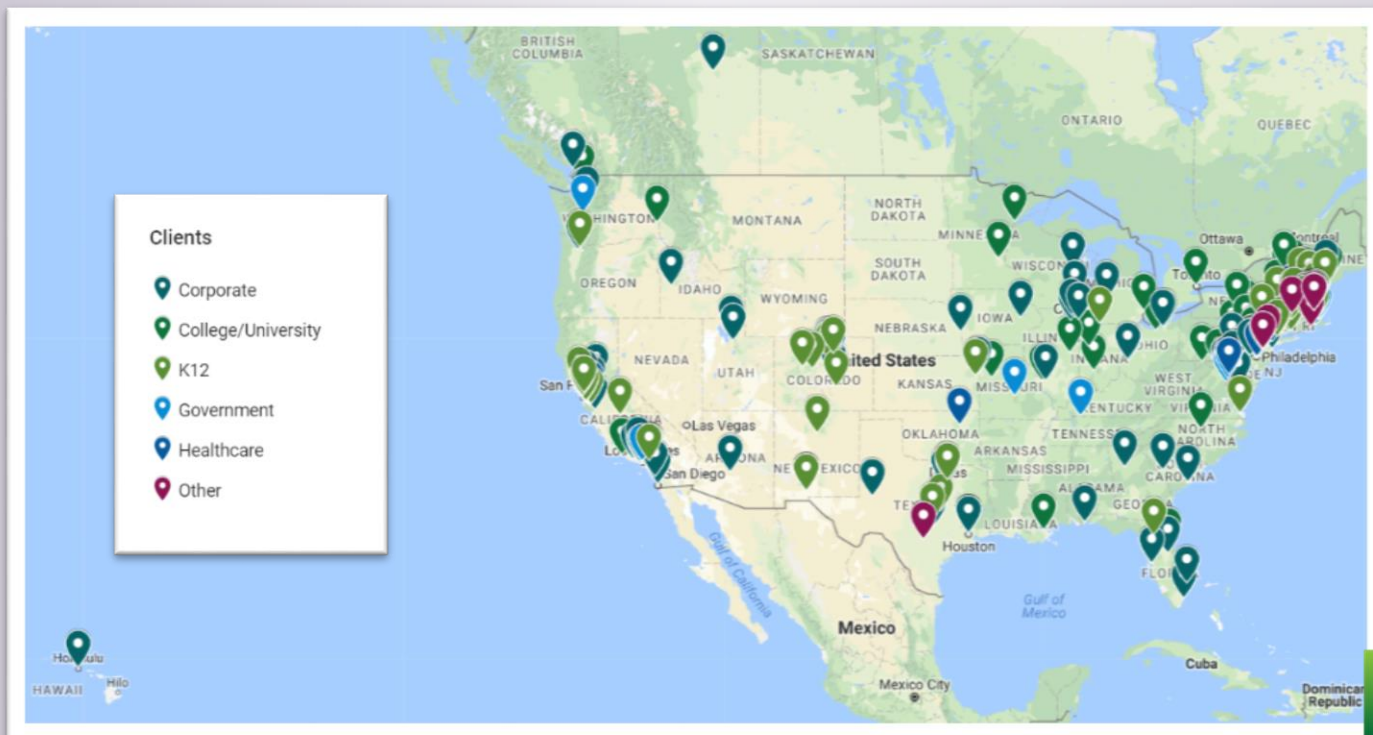
# IRN – The Reuse Network

IRN has been doing reuse of surplus assets for 16 years

IRN networks with U.S. & international charities

IRN handles a lot of furniture (9 million lbs in 2017, >80 million lbs since 2002)

Our specialty: Large projects, large inventories, professional management



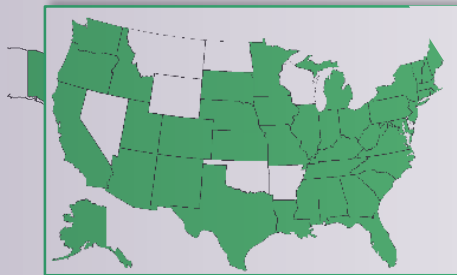
# IRN's Impact

About 6,000 tractor-trailers,  
1,000,000 items provided to  
nonprofits

>125 charitable partners -- large  
internationals to local thrift stores  
& reuse centers

Recipients in 64 countries and 43  
U.S. states

Disaster relief, refugee situations,  
community development, financial  
support to nonprofits.



**CALL 1-866-229-1962 !!!!**

**Operators are Standing By !!!!**

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**CALL TODAY !!!!!**



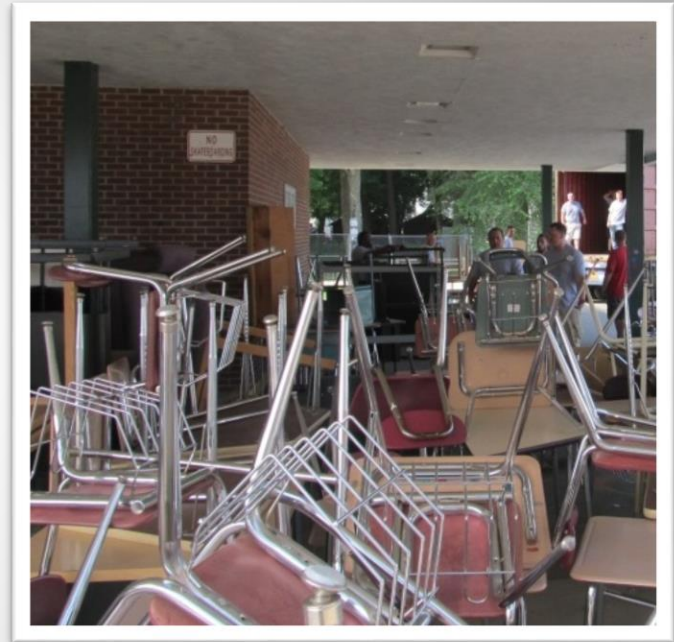
Who put that there .....

# Surplus Furnishings Are An Issue

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

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

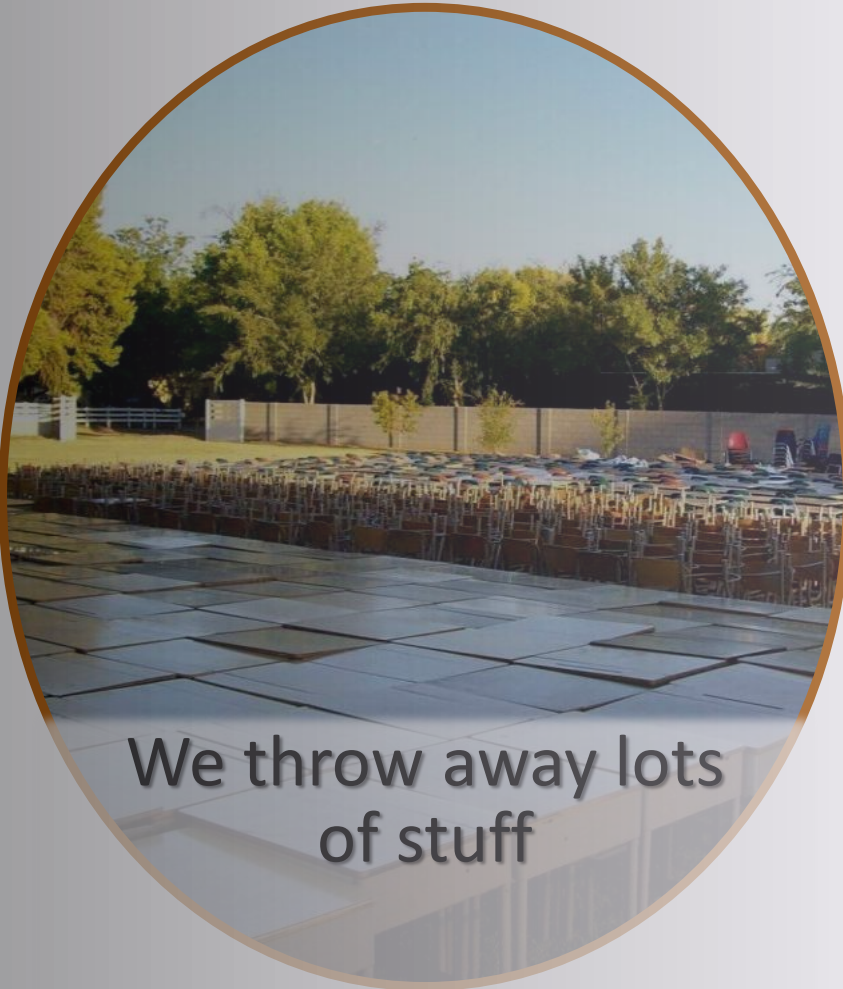
10 Billion pounds landfilled  
in 2009 (but who really  
knows)



*Greenfield High School*



# Surplus Should Not Go To Landfill



We throw away lots  
of stuff



People in the U.S. and  
worldwide need  
lots of stuff

# Surplus Need 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%

## How Do You Make The Match?





# Surplus Disposition Options

1. *Internal reuse*
2. *Resale*
3. *Inter-muni exchange*
4. ~~*Local donation*~~
5. *National & international placement (what IRN does)*



*Taconic High School,  
Pittsfield*

# Surplus Disposition Challenges

1. *Tight schedules*
2. *Large quantities*
3. *Diverse composition*
4. *High disposal cost*
5. *Limited staff & budget resources*



























# Surplus Property Evaluation

Disposition Option	Disposition Challenge			
	<i>Tight Schedules</i>	<i>Large Quantities</i>	<i>Diverse Composition</i>	<i>Limited Resources</i>
<i>Internal Reuse</i>	Tough	Tough	OK	OK
<i>Resale</i>	Tough	Tough	OK	Very Tough
<i>Inter-muni Exchange</i>	Tough	Very Tough	OK	Tough
<i>Nat'l/Int'l Nonprofits</i>	Good	OK	OK	Good

*Options can be combined !!*

# Surplus Disposition Pros & Cons

Disposition Option	Aspect of Implementing this Option						
	Space	Staff Time	Staff Expertise	Calendar Time	Complete Solution?	Cost	Quantities
<i>Internal Reuse</i>							<b>SM</b>
<i>Resale</i>							<b>SM</b>
<i>Inter-Muni Exchange</i>							<b>SM</b>
<i>Nat/Int'l Placement</i>							<b>SML</b>

# How IRN Works

## 1) **Inventory**

*Inventory (to match with nonprofits).*

## 2) **Plan**

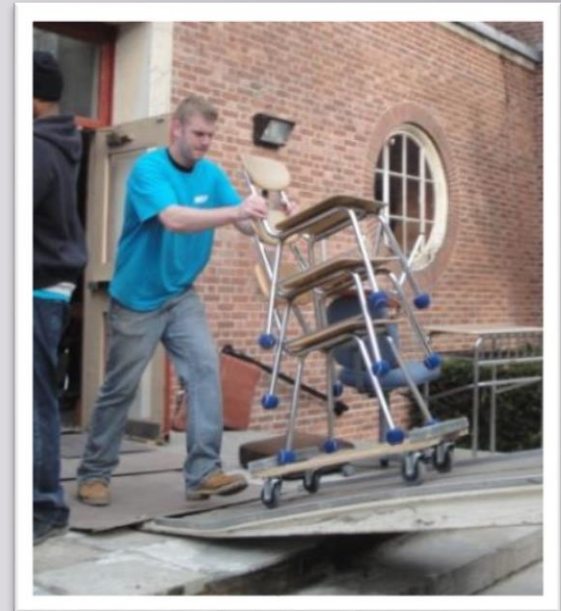
*Labor. Schedule. Site. Logistics.*

## 3) **Project**

*Empty the building(s). Load trailers. Send them away.*

## 4) **Reporting, Community Relations**

*Exactly what was shipped & where it went.*



Wellesley High School

Our Job: Make reuse as easy as  
throwing stuff away, and cost less



# Case Study: Holbrook

**Situation:** Consolidating two elementary and one MS/HS into one PK-12 campus

**Inventory:** 4,200 items from three schools including classrooms, science labs, cafeteria, art, music, phys-ed.

**Implementation:** 3 phases (one per school), filling 16 tractor-trailers.

**Destination:** Hurricane relief in multiple Caribbean countries.



*“Reuse was the right thing for the district to do – financially, environmentally, and in terms of social benefit. This year of storms has reminded us how fortunate we are, and how we can use that good fortune to help others.”*

Patricia Lally, Superintendent, Holbrook Public School District

# Case Study: Berlin-Boylston

**Situation:** Decommission of middle/high school on completion of new construction.

**Inventory:** 1,127 items including classrooms, science, library, vocational.

**Implementation:** Project planned & organized in <1 week with collaboration of PM, architect, contractor, & IRN.

**Destination:** St. Georges College (K-12), Kingston, Jamaica.

*“Of all the items from Tahanto School, the desks and chairs are the most valuable. Previously some classrooms had only a few suitable desks and chairs, and some teachers had no desk at all.”*

Anecia Creary, Maintenance Supervisor, St Georges College



St. Georges College, Jamaica



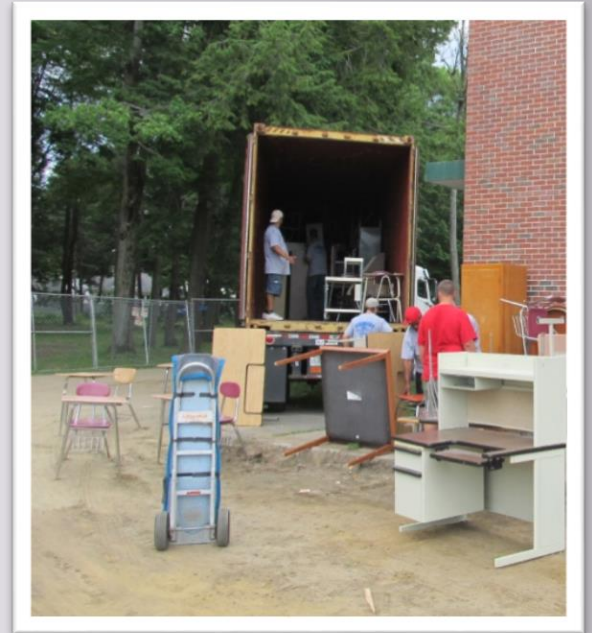
# Case Study: Greenfield

**Situation:** Disposal of residual furnishings after construction & outfit of new HS.

**Inventory:** 1,130 items from classrooms, vocational ed, library, admin offices.

**Implementation:** Two phases separated by several weeks. Ph1 = Most classroom & student furnishings; Ph2 = Administrative areas & remaining student furniture.

**Destination:** Zambia (via New York, Suez Canal, Tanzania, 2,000 miles by truck).



*“There’s no difference in labor, and we pack as much into one trailer as we would into three or four big dumpsters. There’s a cost, but compared to dumpsters we pay a lot less.”*

Neil Joyce, Project Manager, CMS

# Case Study: Lexington

**Situation:** *Large and small projects.*

*Sometimes a whole school, sometimes a few classrooms, sometimes stored furniture, sometimes a dozen items.*

**Inventory:** *Varies widely – classroom, administrative, cafeteria, etc. etc.*

**Implementation:** *Large quantities matched with nonprofit and live-loaded for shipment. Small quantities buffered through IRN storage trailers.*

**Destination:** *Multiple.*

*The result has been that essentially all usable surplus is able to be placed for reuse.*

*No longer is usable furniture thrown into the trash.*





## IRN Shipments from Massachusetts Public Schools, 2005-2018

Auburn	62,135	Lunenburg	104,629
Ayer-Shirley	41,454	Lynn	166,720
Billerica	33,353	Middleborough18	83,210
Burlington	202,261	Mount Greylock	87,393
Chelsea	82,771	Newton	295,786
Danvers	290,373	Pittsfield	60,769
Douglas	81,925	Shrewsbury	11,795
Greenfield	86,732	Stow	77,584
Hanover	20,153	Berlin-Boylston	52,566
Holbrook	224,452	Wakefield	92,863
King Philip High	114,126	Webster	58,431
Lawrence	100,675	Wellesley	426,919
Lexington	78,421	Winchester	88,393
		Total Weight	3,025,889
		Total Pieces (Approx)	52,371





*“Reuse is a four-win solution. Our community and taxpayers win, we send the right message to our students, the environment wins, and children far, far away get the biggest benefit of all. It’s not often that a single project can do so much good.”*

Donna Woodcock, Principal, Greenfield HS

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**Resources:**

[www.irnsurplus.com/wp](http://www.irnsurplus.com/wp)