

# Charitable Reuse

## A Sensible Option for Surplus Assets

A Service of IRN – The Recycling Network

September 2010

## Charitable Reuse

Matches surplus furniture & equipment with U.S. and international nonprofit organizations for disaster relief and economic development.

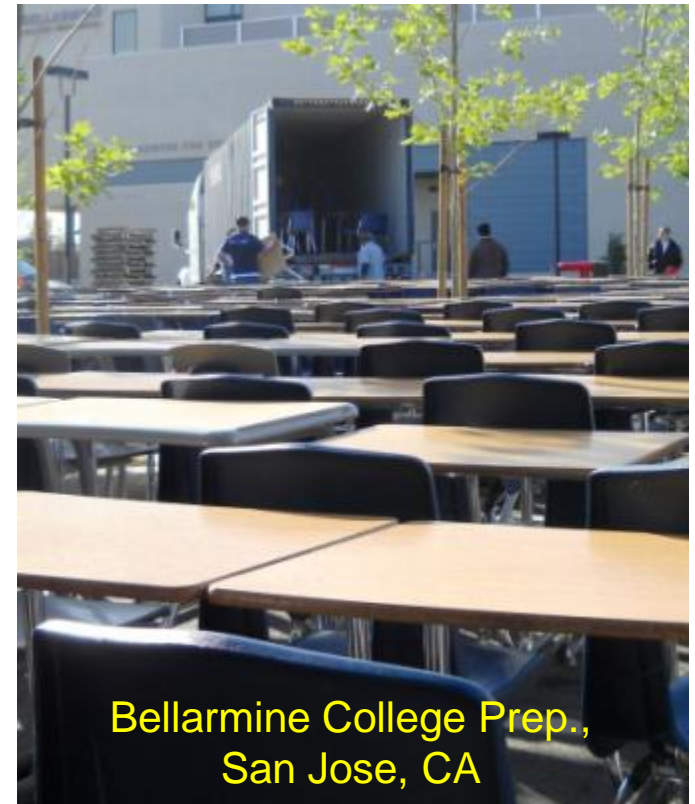


## Charitable Reuse

### What Types of Surplus?

- Educational: Classroom, Administrative, Residential, Athletic, Science/Lab
- Healthcare: Patient Room, Exam Room, Administrative, Equipment, Supplies
- Corporate: Office, Reception, Conference
- Other: Kitchen/Cafeteria, Library, Built-in Cabinets, Doors, Windows

**If you can imagine it being used again,  
we can use it**



Bellarmino College Prep.,  
San Jose, CA

## Charitable Reuse

### Where Does It Fit?

- Part of the a hierarchy of management options:
  1. Internal Reuse
  2. Broker / Resell
  3. Charitable Reuse
  4. Recycling for wood and metal
- Costs same or less than throwing away (1 Trailer = 3-4 rollofs, with no more labor)
- Simple, turnkey process



# Charitable Reuse For Real?

- More than 1,000 Projects
- Over 350 Clients in 23 States
- More than 22 Million Pounds Diverted from Landfill
- Project Size: 4-5 Desks to 34-35 Tractor Trailers
- Surplus Sent to 43 Countries and 22 U.S. States



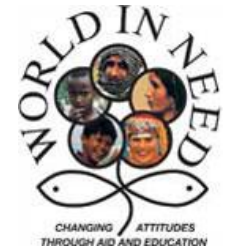
# IRN The Recycling Network

*Since 2004, IRN has shipped more than 21 million pounds to disaster relief and needy recipients in 20 US states and 43 countries on 5 continents.*



Worldwide Recipients: 2004-2009

# Charitable Reuse: Recipient Organizations



## Charitable Reuse

### How does it work?

#### *Pre-Project*

1. Initiate project at [www.irnsurplus.com/generators-request.html](http://www.irnsurplus.com/generators-request.html)
2. Gather project details
  - Inventory
  - Labor (Client or IRN?)
  - Logistics (Schedule, Access, Etc.)
3. Proposal



The screenshot shows the IRN website header with the text "IRN The Recycling Network". Below the header is a navigation bar with the "Steelcase" logo. The main content area features a large image of a modern office interior. Below the image is a form titled "steelcase environmental partnership program" with the sub-heading "Initial project request: Steelcase-IRN Surplus Property Management". The form is divided into several sections: "Steelcase Information" with fields for contact name, organization, phone, alternate phone, and email address; "Client Information" with fields for organization and a dropdown menu for "Type of organization" (set to "Corporate"); "Project address" with fields for address, city, state, and zip; and "Project Information" with a field for "Type of project" and a checkbox for "Office/Administrative".

## Charitable Reuse

### How does it work?

#### *Proposal*

- Three Elements:
  1. Administration / Management
  2. Labor
  3. Containers
- Recycling Options
  - Absorbs items not in highest demand for reuse (e..g. panels)
  - Revenue to offset other costs associated with reuse
- Proposal Review and Modification

## Charitable Reuse

### How does it work?

#### *Project*

- Empty the Building
- Load the Containers or Trailers
- Send Them Away



Loading for shipment to Haiti  
(Univ. of Notre Dame)

## Charitable Reuse

### How does it work?

#### *Post-Project*

- Photos / Video
- Documentation / Close-out package
- Publicity Opportunities



## Charitable Reuse

### What's next?

- IRN Contact: Mark Berry
  - [www.irnsurplus.com/generators-request.html](http://www.irnsurplus.com/generators-request.html)
  - 603-229-1962, [mberry@ir-network.com](mailto:mberry@ir-network.com)
- Steps
  - Details
  - Proposal
  - Implementation

