



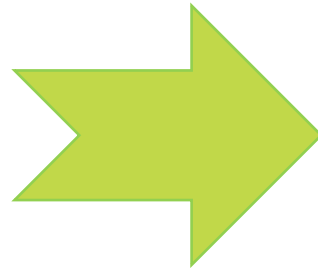
**We sell reclaimed
commercial doors,
frames and hardware.**



WE TURN...



THIS...

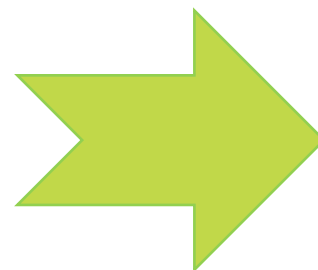


INTO THIS.





THIS...

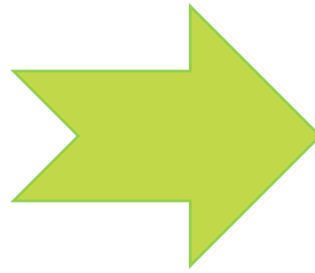


INTO THIS.



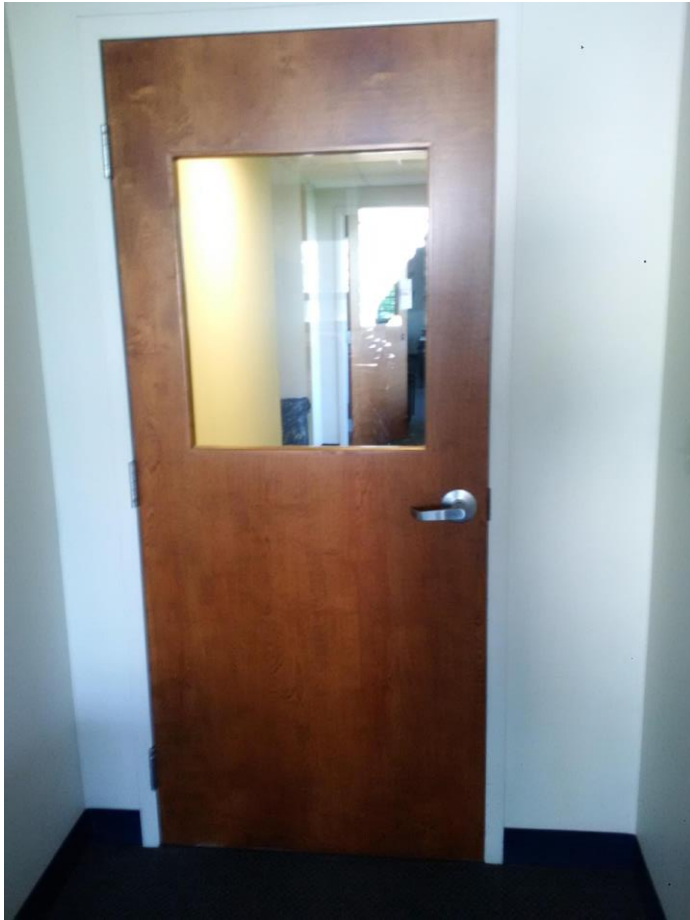


THIS...

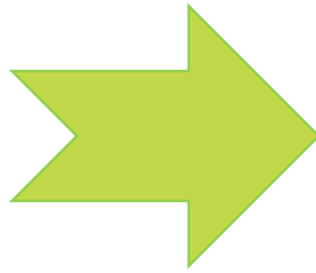


INTO THIS.





THIS...



INTO THIS.



OUR APPROACH



OUR WAREHOUSE



OUR PROCESS



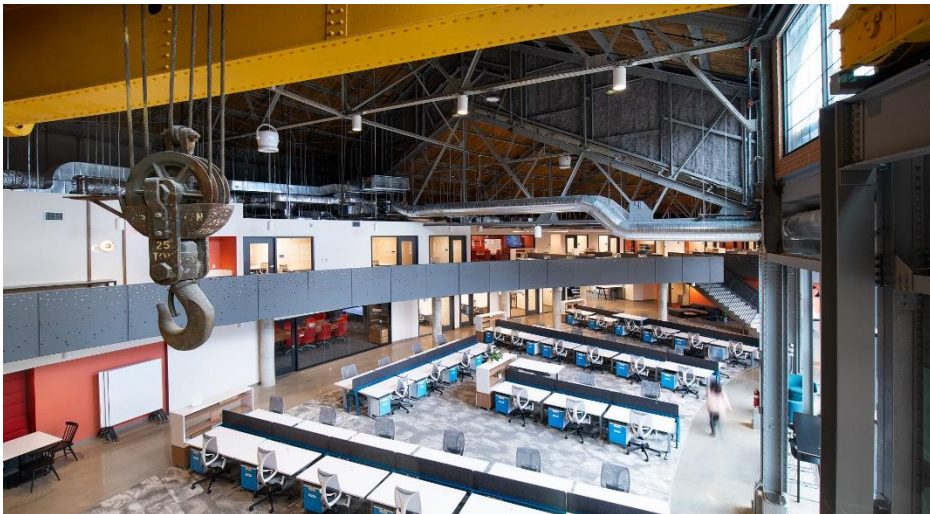
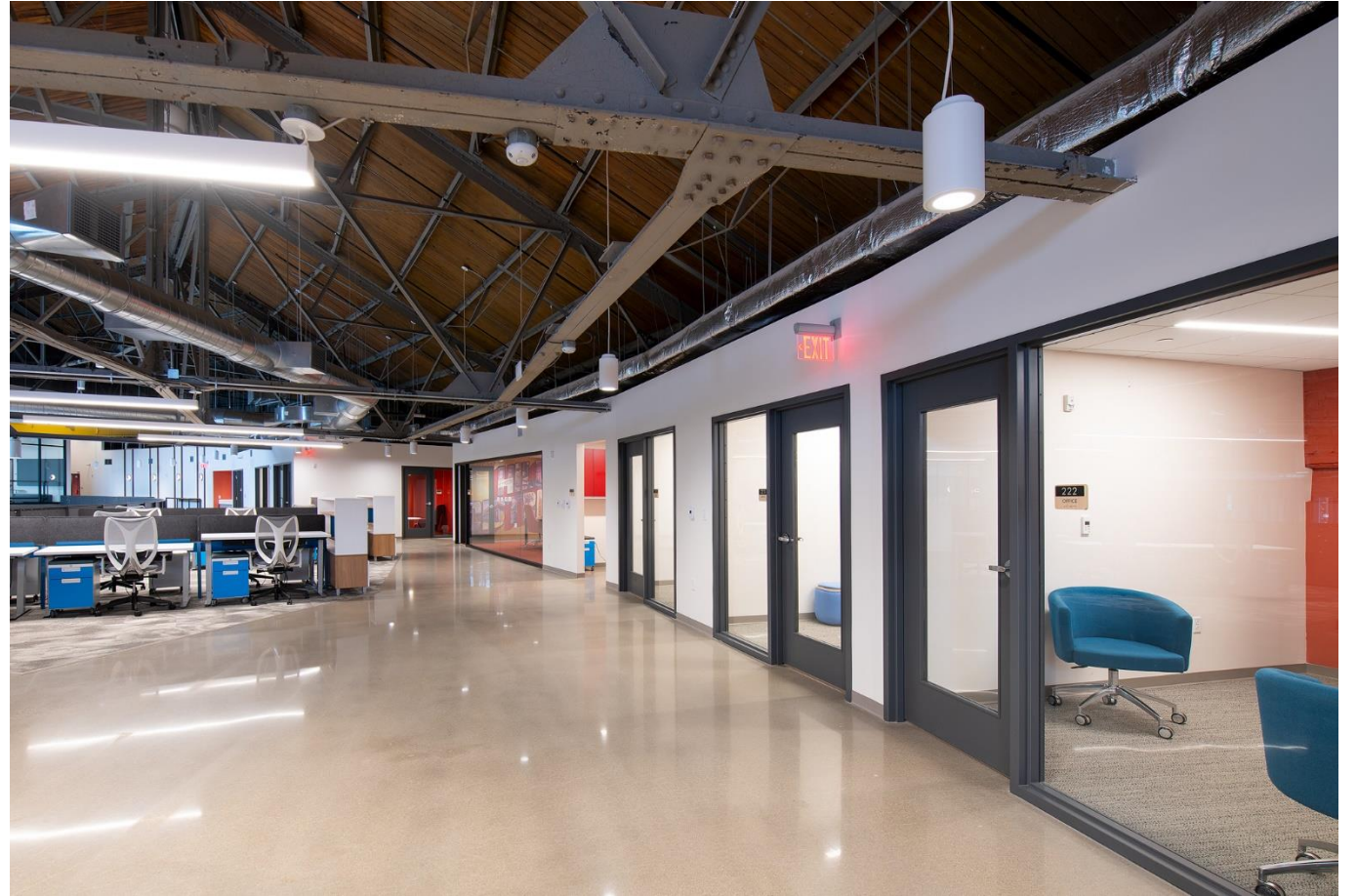
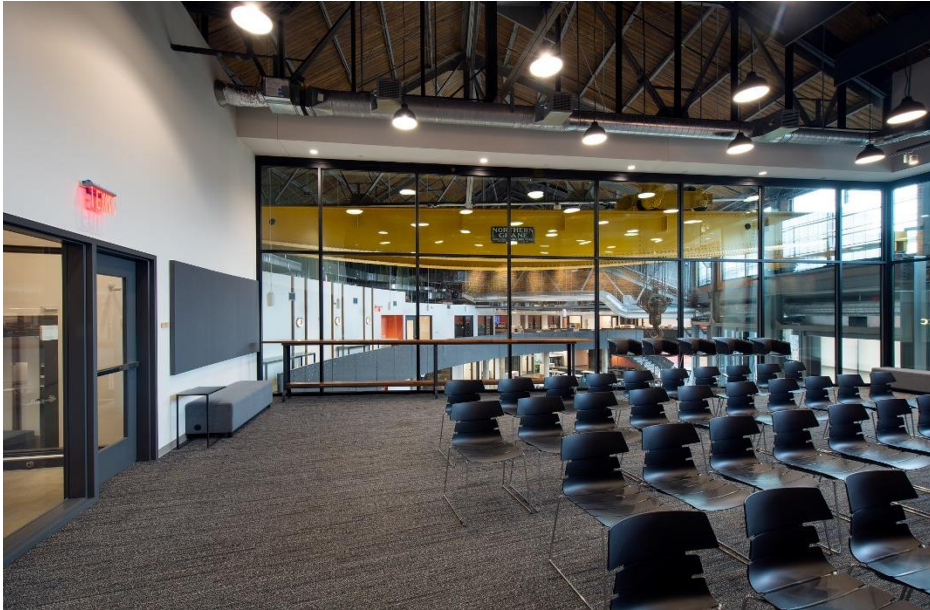


CONTEMPORARY CRAFT

- 28 openings
- 1.77 metric tonnes CO2e avoided
- 1 ton waste diverted



ROUNDHOUSE @ HAZELWOOD GREEN



- 49 openings
- 5.2 metric tonnes CO2e avoided
- 2.3 tons waste diverted

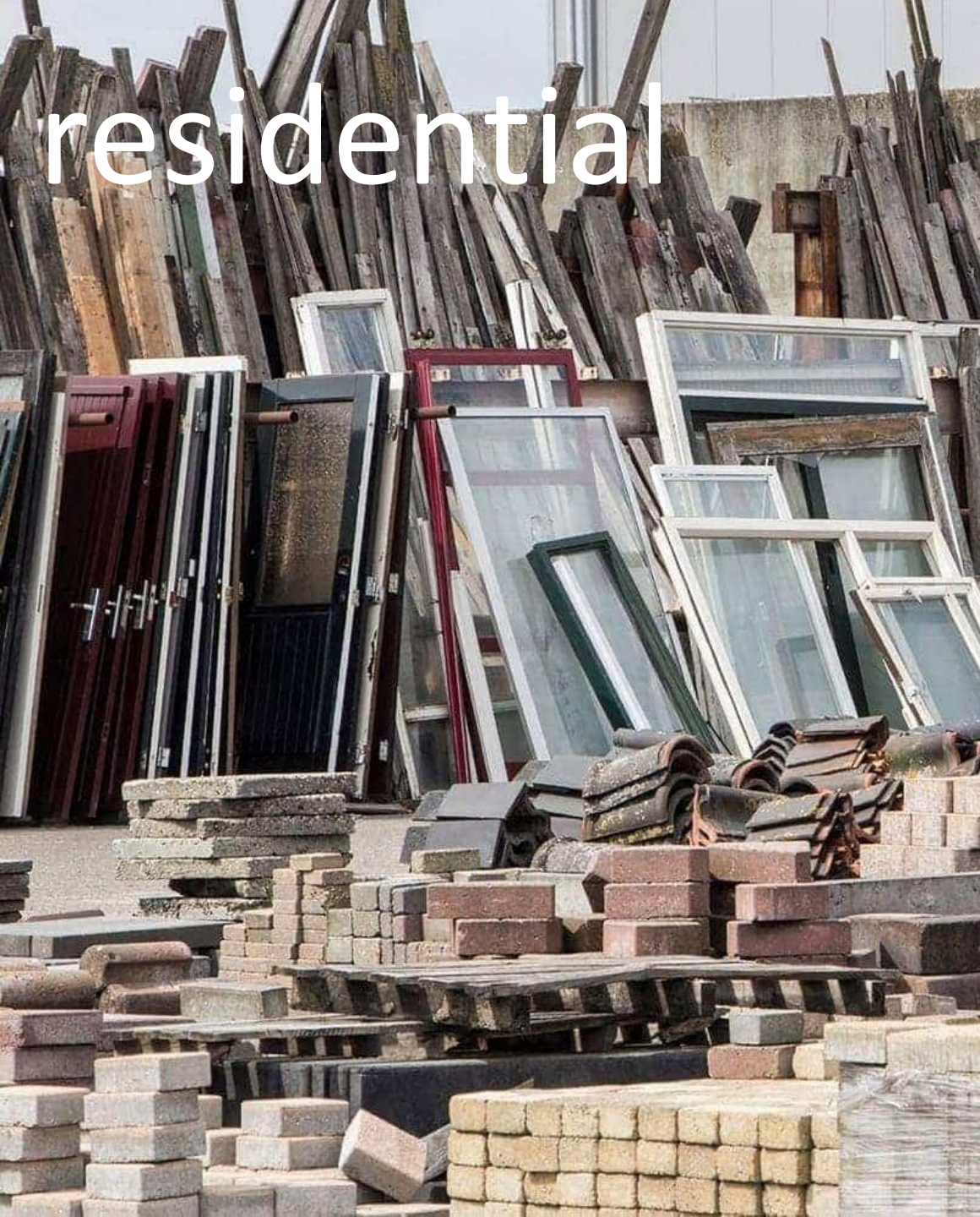




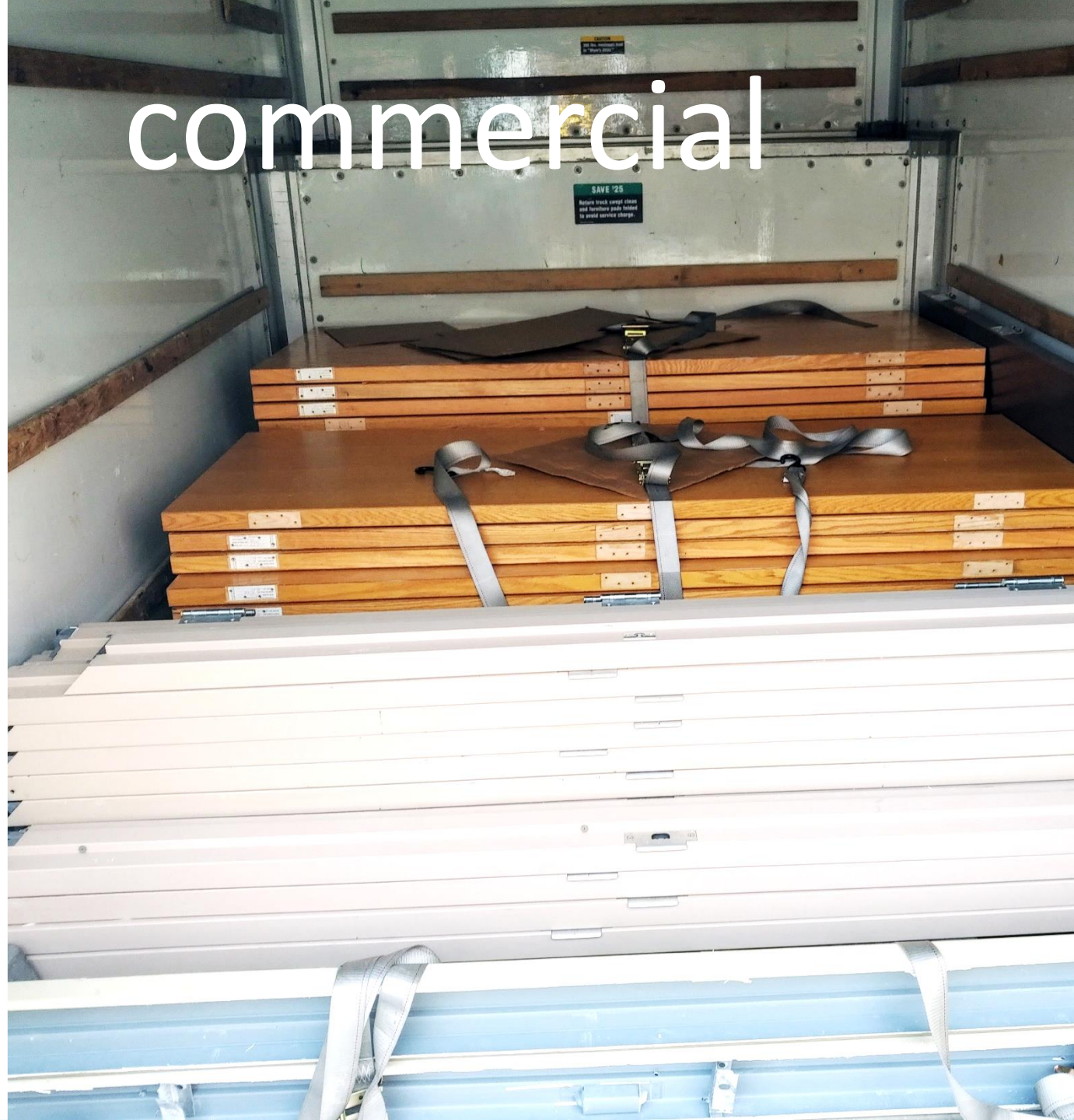
CARNEGIE MELLON BAKER HALL OFFICE SUITE



FOSTERING A REUSE ECOSYSTEM

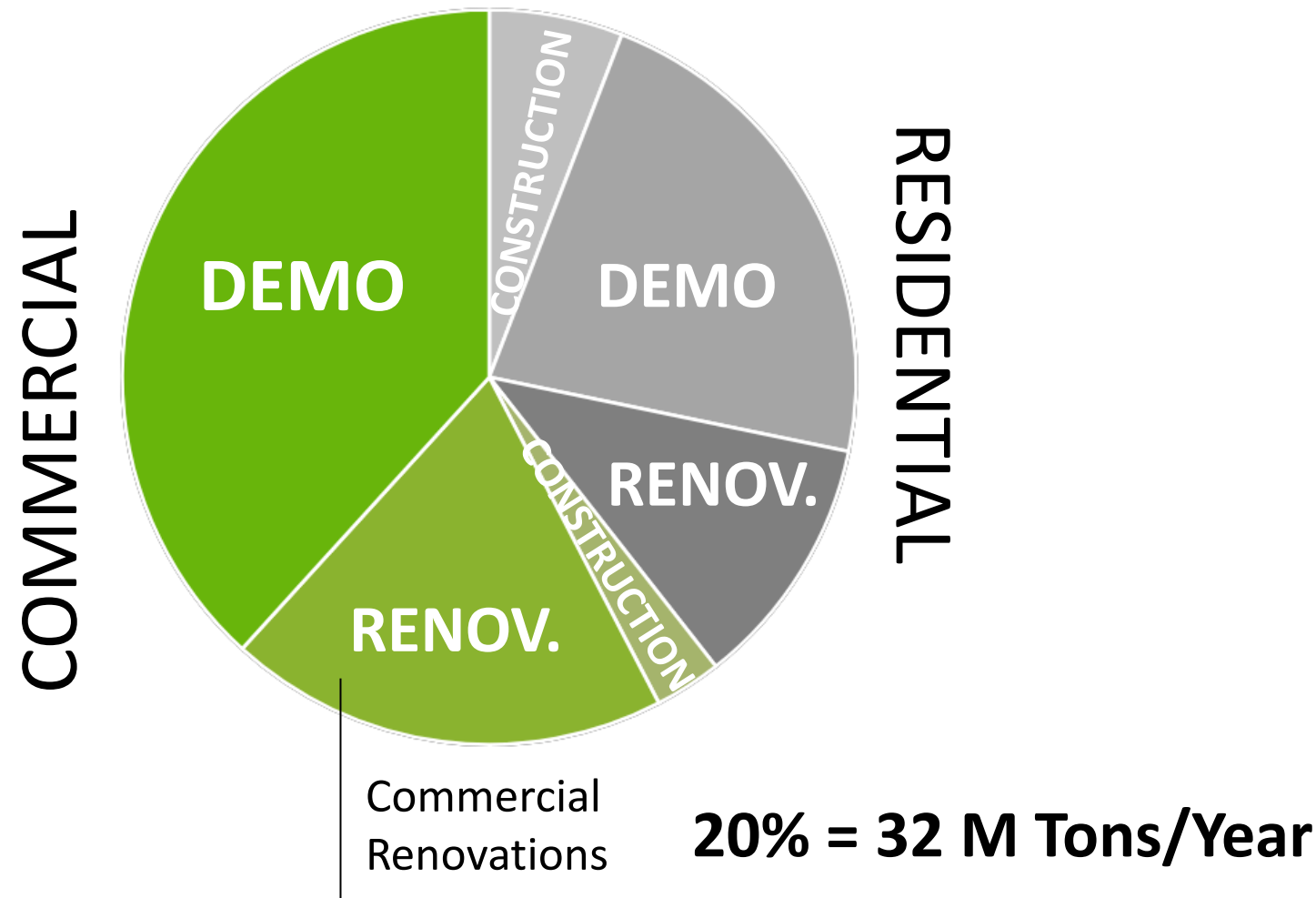


residential

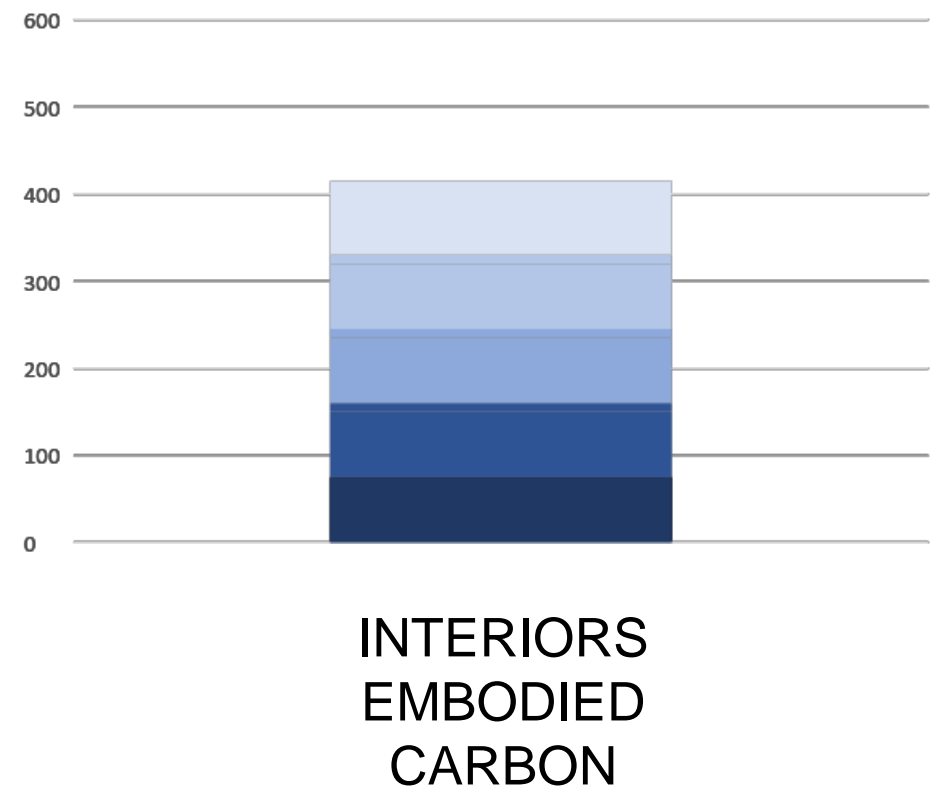
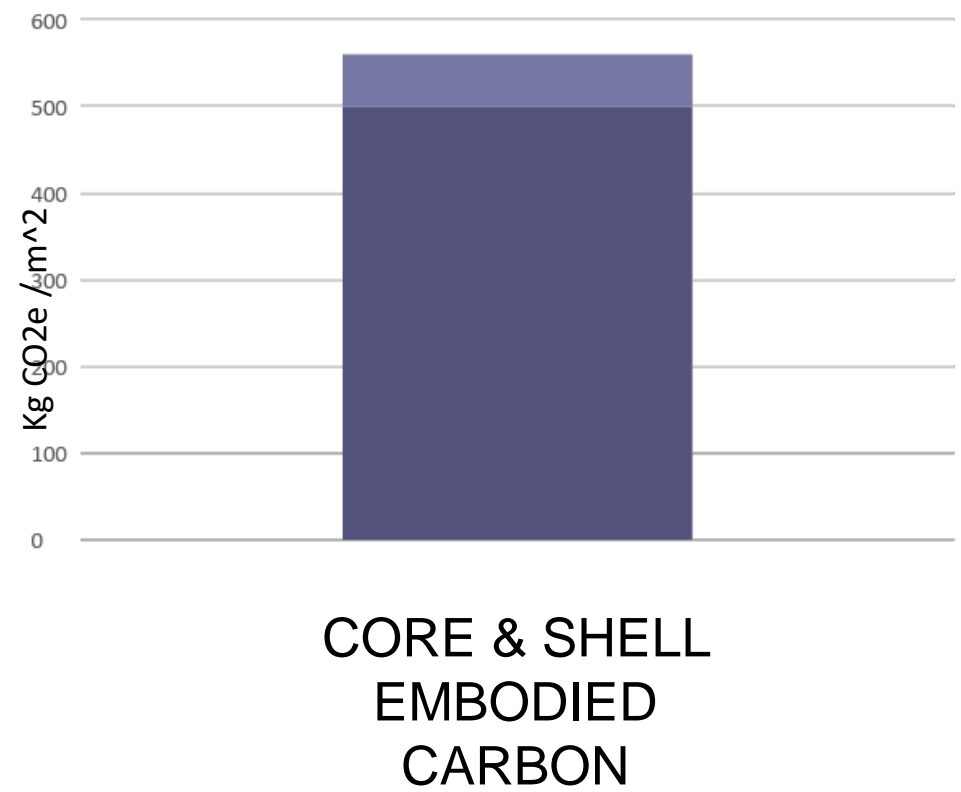


commercial

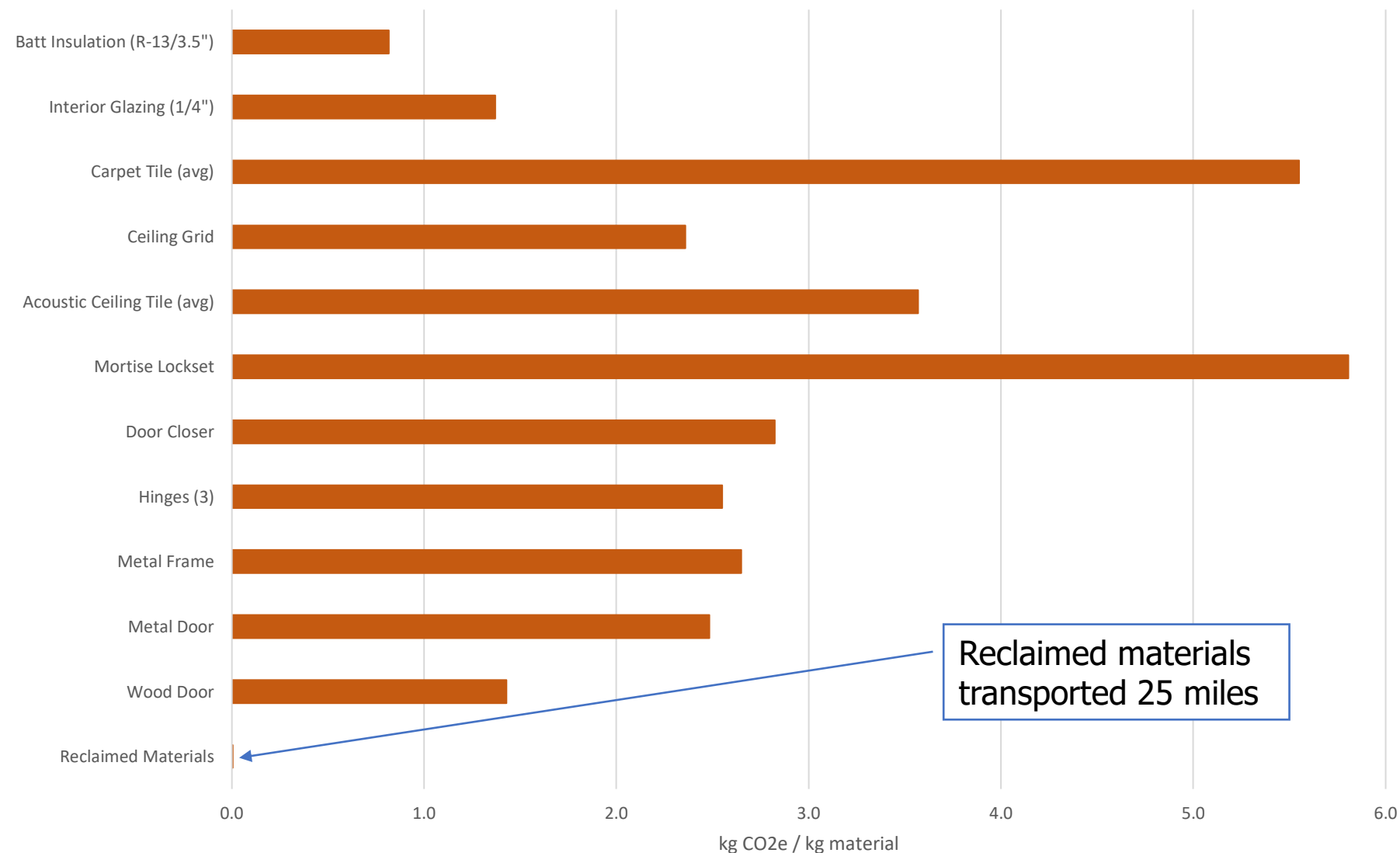
WASTE GENERATION



CARBON COMPARISON



CARBON COMPARISON



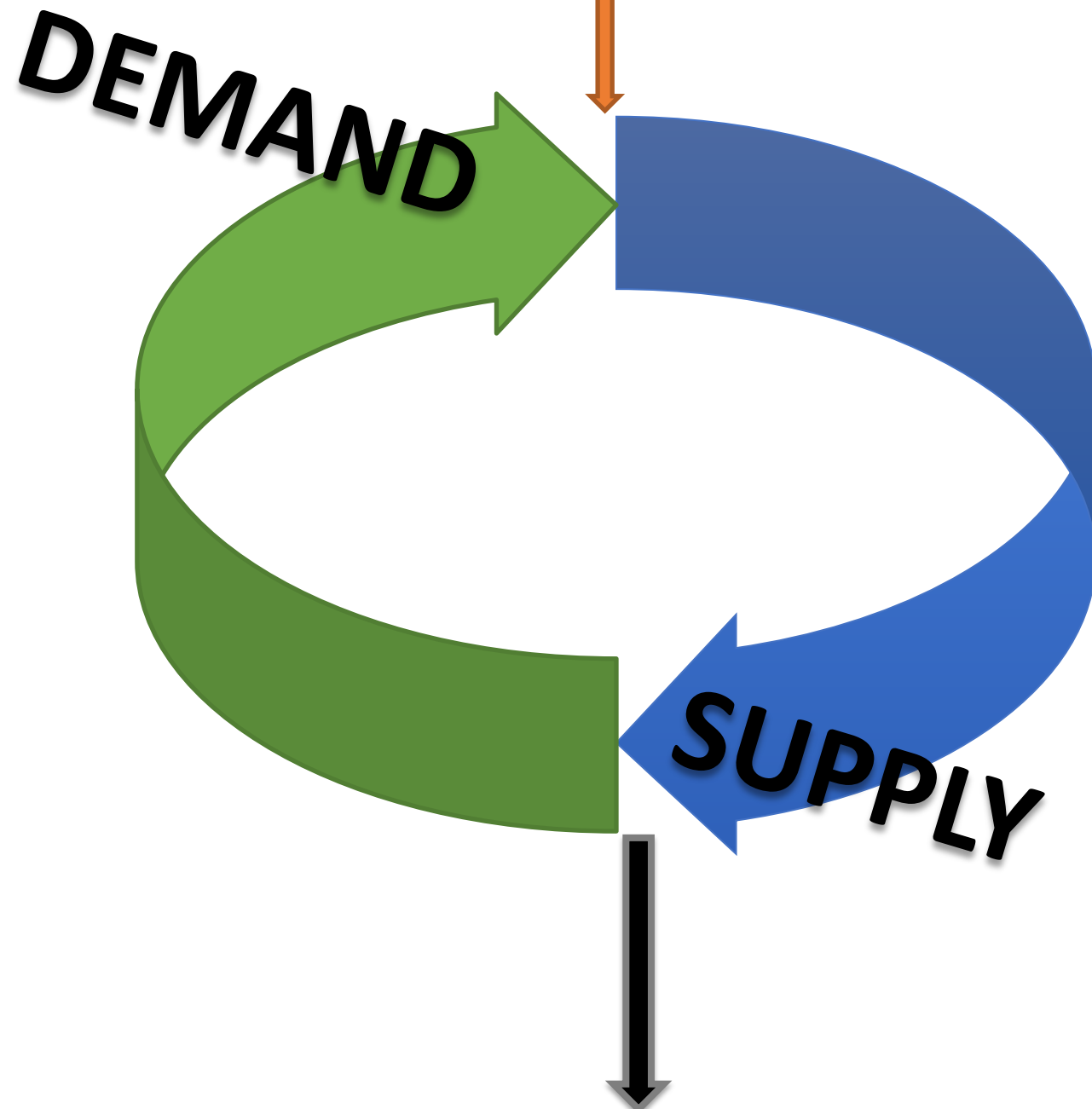
**99% reduction
in embodied
carbon by
using reclaimed
materials**

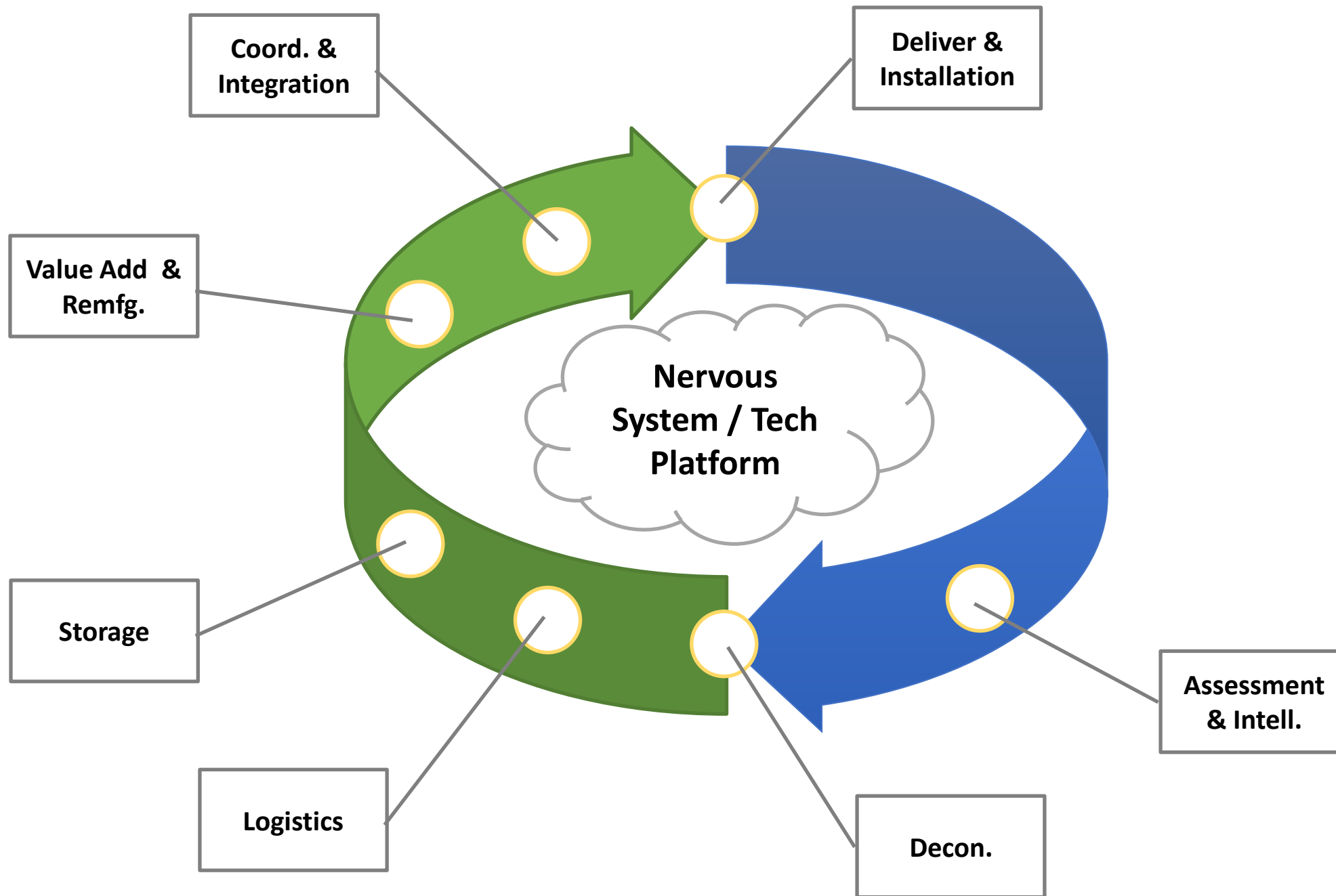
Normalized by mass

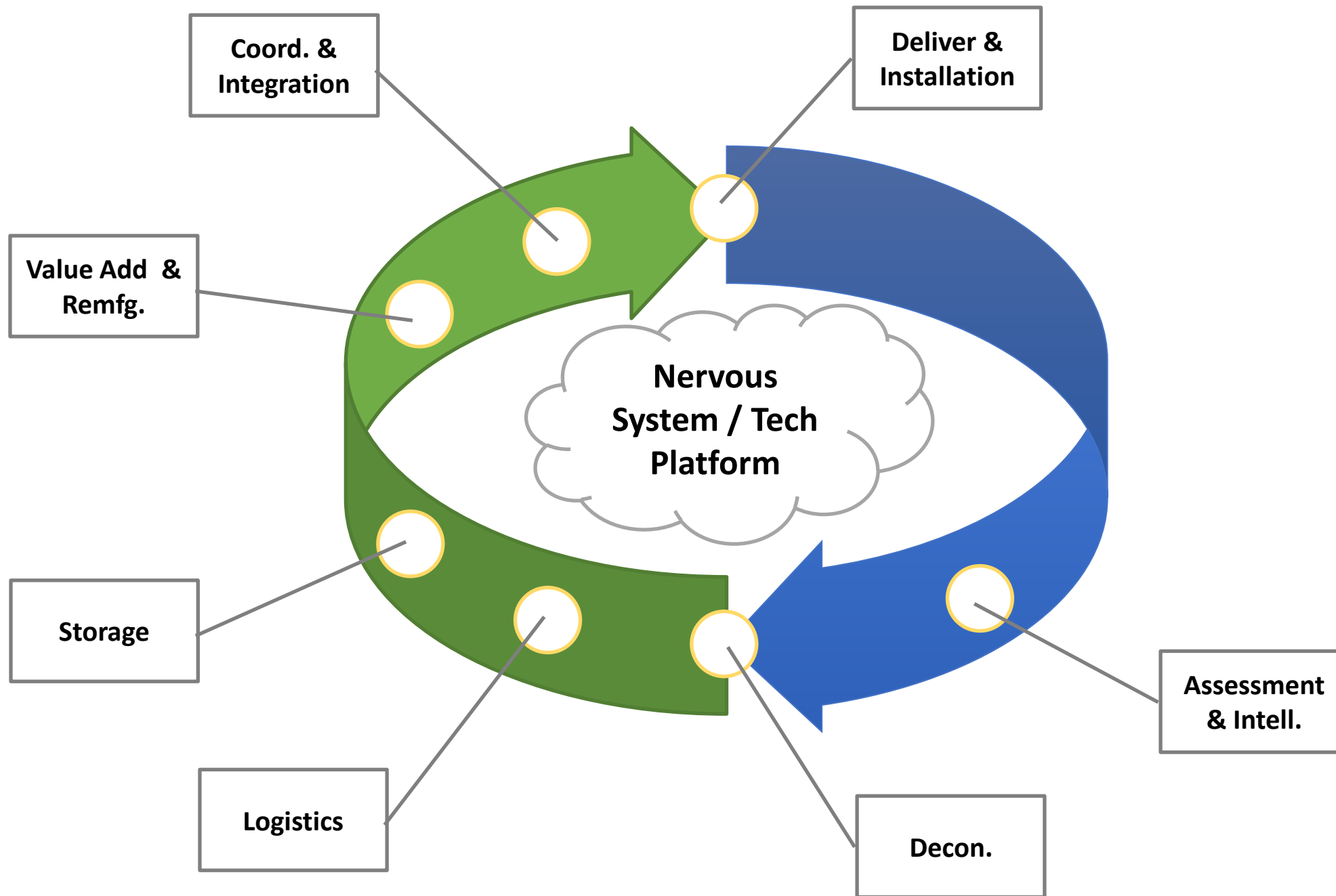
DEMAND

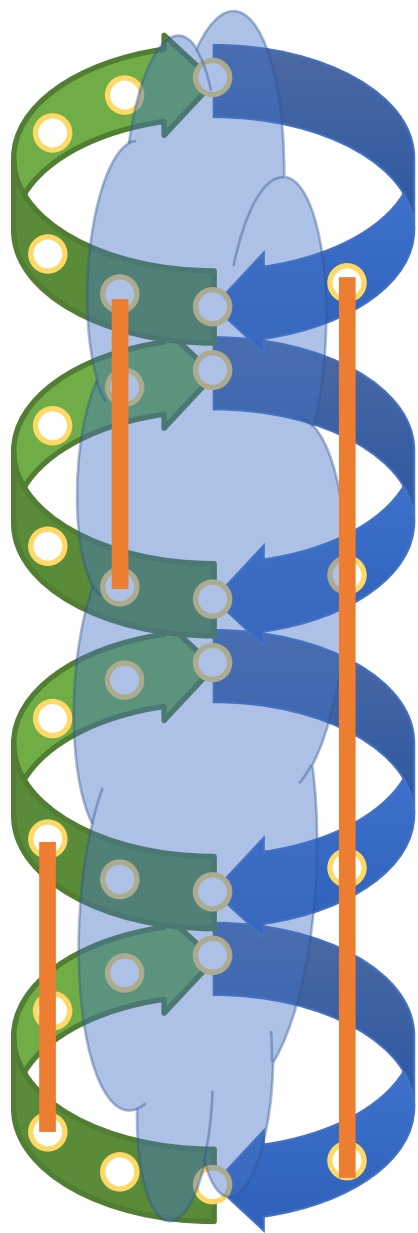
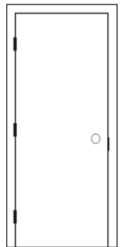
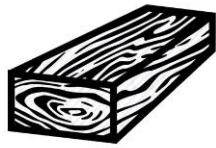


SUPPLY







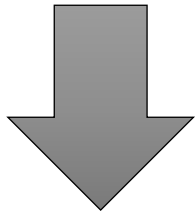


ALL FOR REUSE

INSTRUMENTS FOR CHANGE

Residential Sector

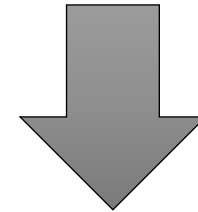
- ✓ **Strong Demand**
- ✗ **Low Supply Access**



**Deconstruction
Ordinances**

Commercial Sector

- ✓ **Infinite Supply**
- ✗ **Infinitesimal Demand!**



????



ALL FOR REUSE

a buy reclaimed initiative

about

- A “buy reclaimed” initiative for commercial interior materials
- Seeks commitments from large building portfolio owners



Colleges &
Universities



Large
Corporations



Government
Agencies

GOALS



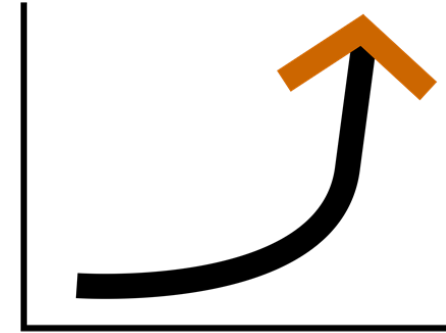
Environmental Impact

Reduce Carbon
Reduce Waste
Protect Resources



Ecosystem of Circular Enterprises

Create jobs in
deconstruction,
warehousing,
remanufacturing
& resale



Scale up Quickly!

Be a viable strategy
to reach climate &
carbon goals

WHO WE ARE



Alejandra
Arce-Gomez

Madrone



Andrew
Ellsworth

*Doors
Unhinged*



Emily
English

BNBuilders



Frances
Yang

Arup



Yarden
Harari

CallisonRTKL



Marcus
Hopper

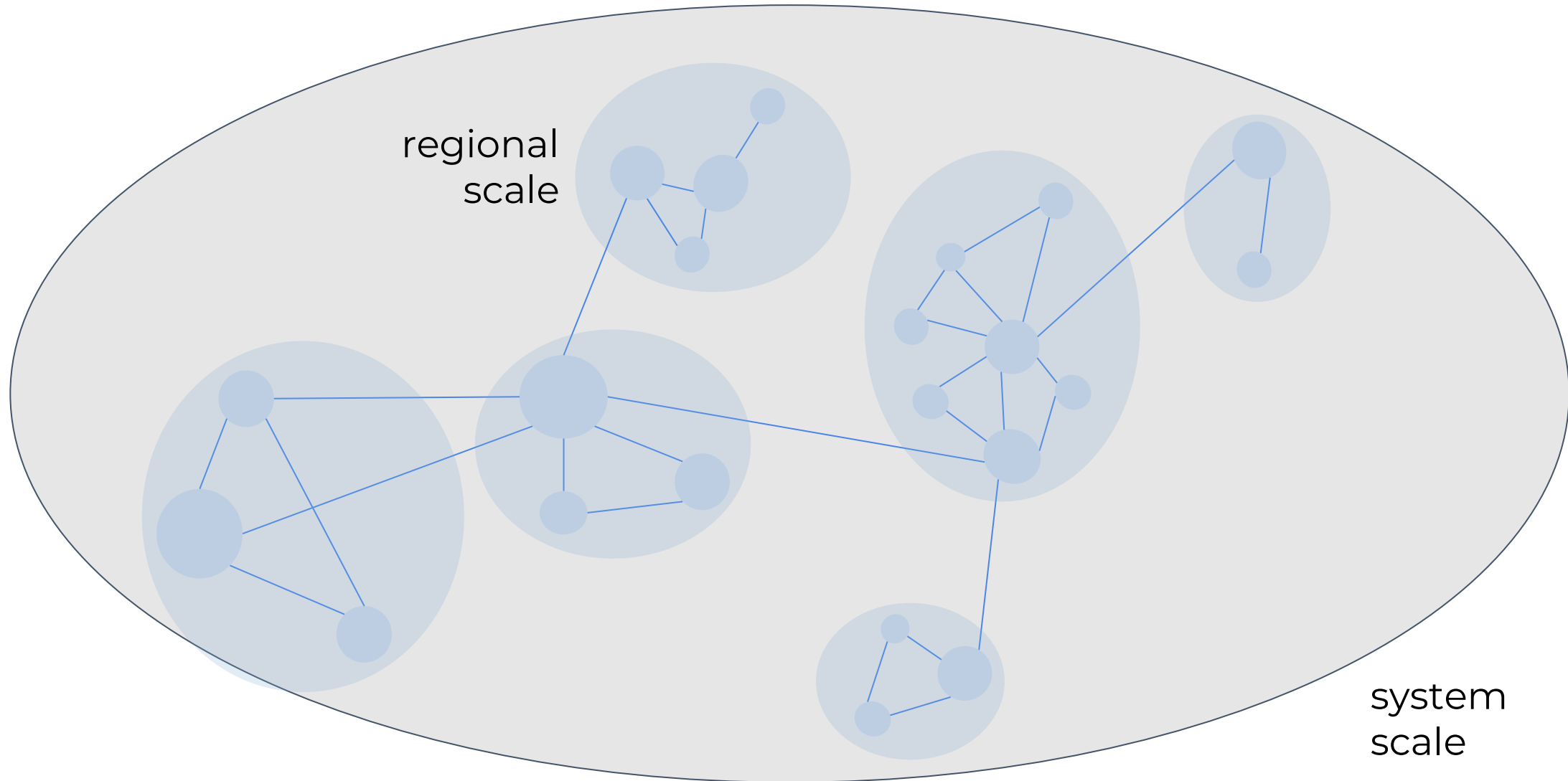
Gensler

More about us at allforreuse.org

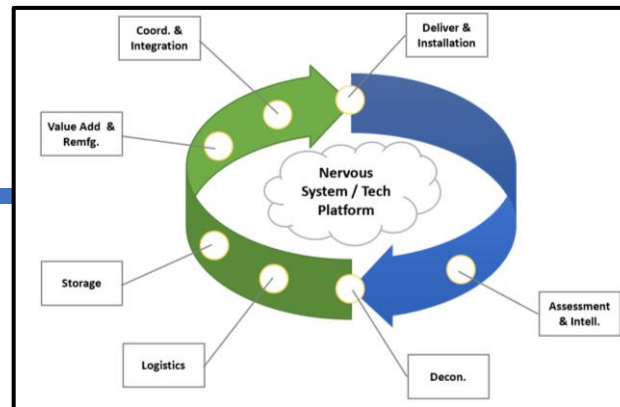
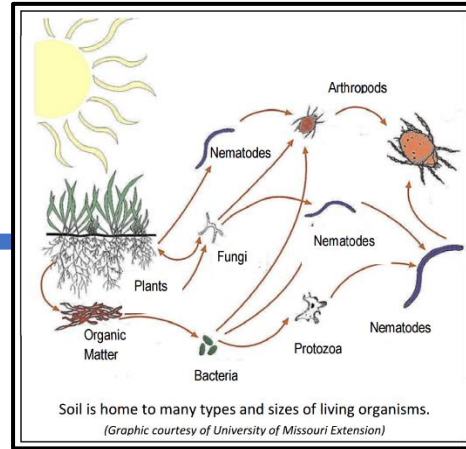
THE CASE FOR GOV'T

- Waste generation and climate change ultimately become gov't's problems
- Cities & regions have made ambitious climate and waste reduction commitments reuse can support
- Reuse can create jobs.
- Gov't needs to live out its values before mandating others to do so

REUSE ECOSYSTEM



ECOSYSTEM THINKING



ECOSYSTEM THINKING



WHAT GOVERNMENT SHOULD &
SHOULD NOT DO

THE ENTERPRISE PERSPECTIVE

- Launching a reuse business (or expanding into new markets) is risky and cash-intensive.
 - Is there an adequate pool of customers and projects?
 - Is there available and affordable warehouse space?
 - Are there ecosystem & supply chain partners?
 - What capital is available to bridge startup costs?

GOV'T SHOULD...

- Eliminate procurement barriers and encourage gov't purchase of reclaimed materials
- Convene regional players and financiers to set goals and plans for ecosystem development
- Explore incubation models to reduce enterprise risk

GOV'T SHOULD NOT...

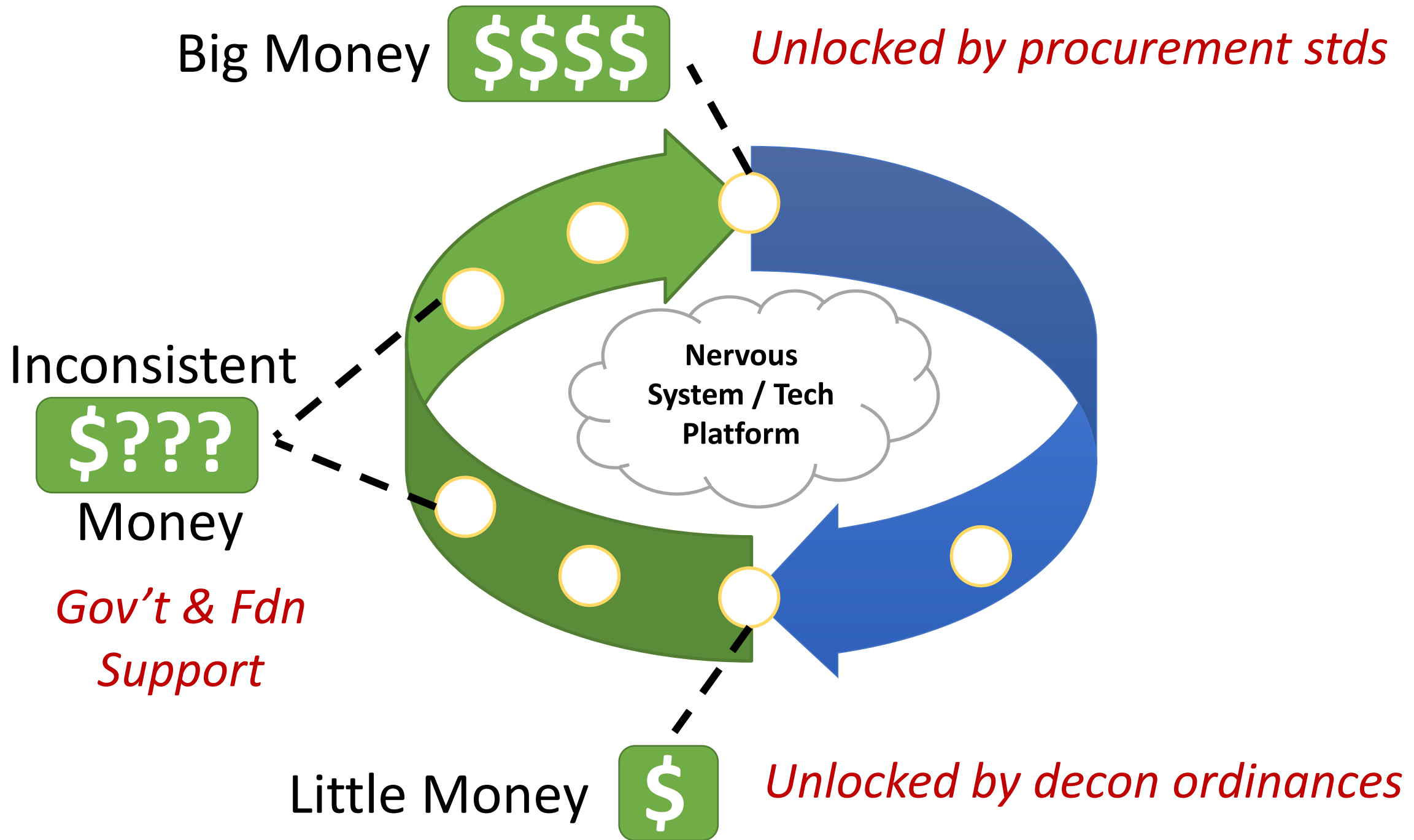
- Pass deconstruction ordinances for commercial materials
- Gather reclaimed materials with no plan for what to do with them
- Mandate others to do something they can't/won't do themselves

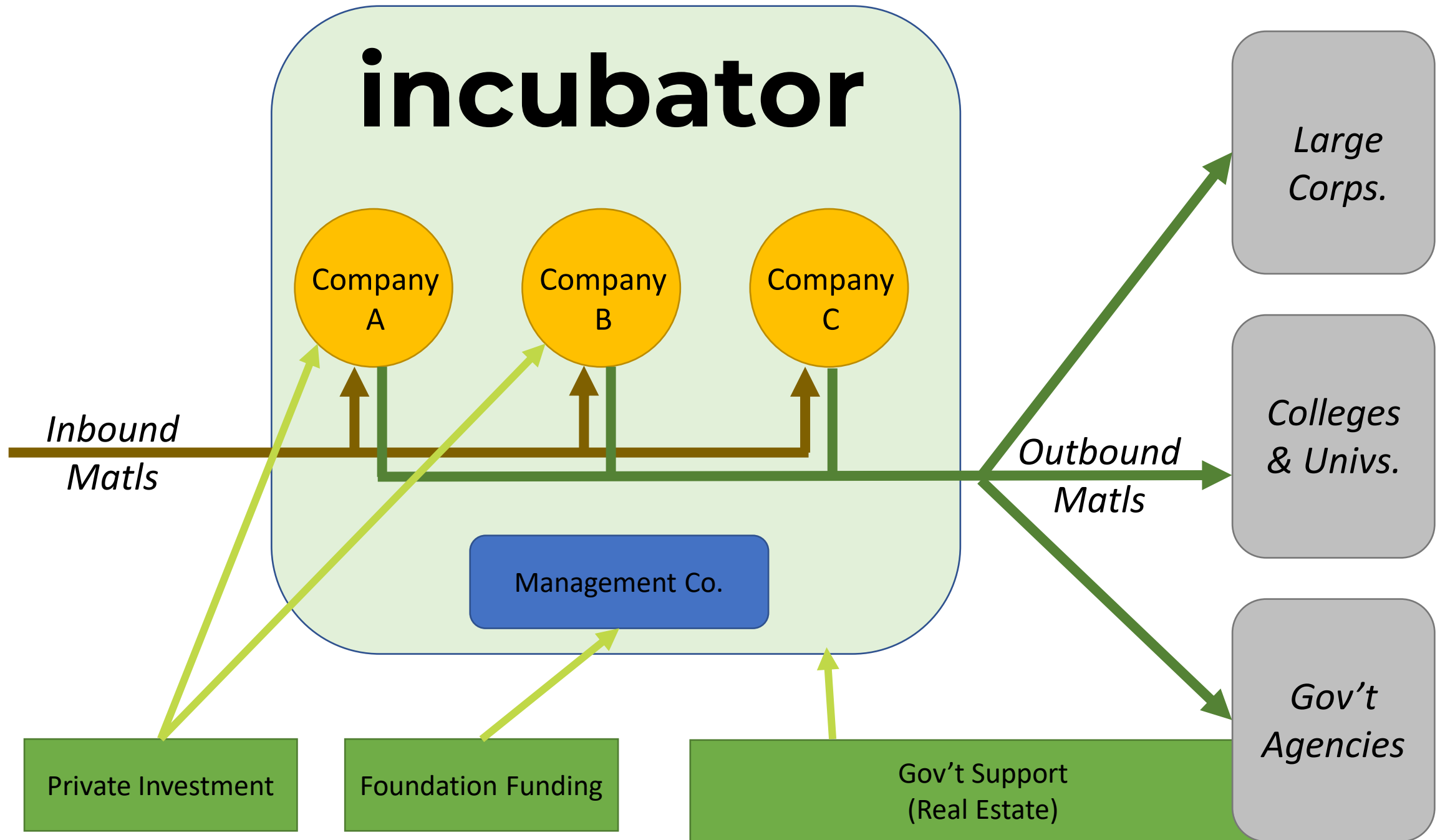
MARKET POTENTIAL SCENARIO

- Local & state gov'ts in MA spend \$300 million per year on building design & construction
- Assume 20% of that is materials
- That's **\$60 MILLION** in potential procurement opportunities every year



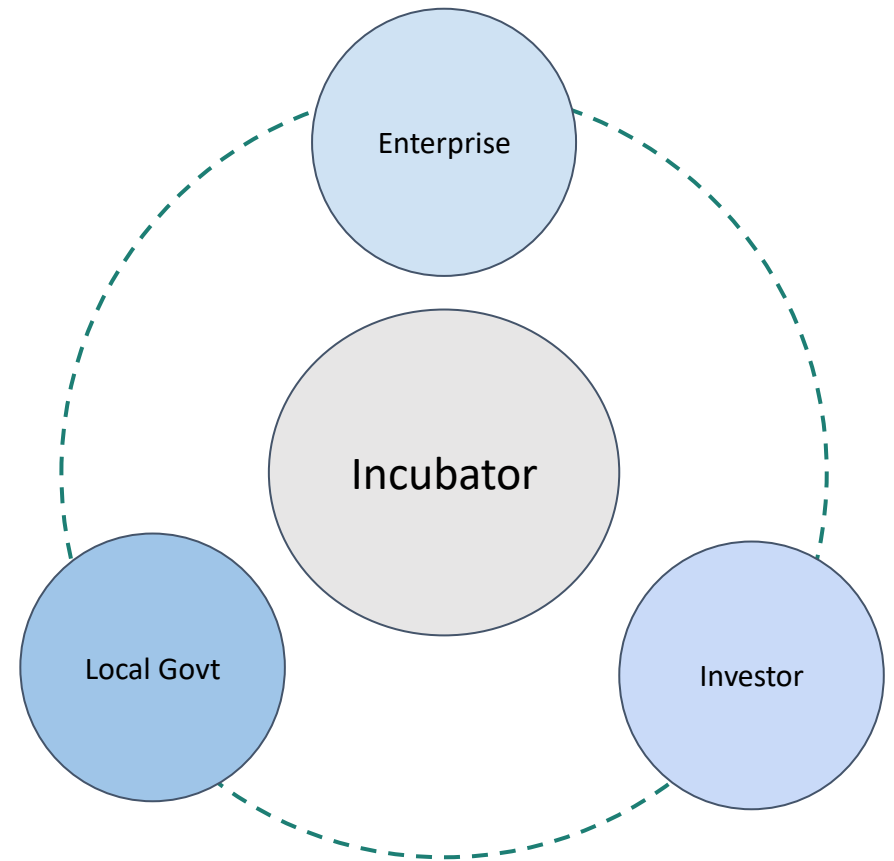
Homework --> what are these numbers exactly?





P3 BENEFITS

- Jobs created
- Local economy developed
- Ecosystem fostered to process technical nutrients
- Reuse normalized among designers & builders
- Waste diverted
- CO2+ avoided
- Natural resources protected



Materials to Consider

Higher Margin

- Casework
- Workstations
- Lights & small elec.
- VAV boxes and small mech.



Lower Margin

- Ceiling tile & grid
- Carpet tile
- Insulation
- Interior glazing



IF YOU WANT TO ACHIEVE ZERO WASTE

BUY RECLAIMED

Thank You!

Andrew Ellsworth
ae@doorsunhinged.com

**And thanks to all the friends
& partners doing the hard
work of making reuse easier!**

