

**Environment and Natural Resources Trust Fund
2019 Request for Proposals (RFP)**

Project Title:

ENRTF ID: 246-FH

Keep Usable Building Materials Out of Minnesota Landfills

Category: H. Proposals seeking \$200,000 or less in funding

Sub-Category: F. Methods to Protect, Restore, and Enhance Land, Water, and Habitat

Total Project Budget: \$ 192,000

Proposed Project Time Period for the Funding Requested: June 30, 2021 (2 yrs)

Summary:

Keep usable building materials and supplies out of landfills via Habitat for Humanity ReStores. This grant will purchase three vehicles to pick up hundreds of tons of items annually.

Name: Pete OKeefe

Sponsoring Organization: Twin Cities Habitat for Humanity, Inc.

Title: ReStore Operations Senior Manager

Department: _____

Address: 1954 University Avenue West

St. Paul MN 55104

Telephone Number: (612) 305-7155

Email pete.okeefe@tchabitat.org

Web Address https://restore.tchabitat.org/

Location

Region: Metro

County Name: Anoka, Carver, Dakota, Hennepin, Ramsey, Scott, Washington

City / Township:

Alternate Text for Visual:

Habitat ReStores accept many different items that may otherwise end up in landfills. ReStores use volunteers and donations to keep costs down. Sales help build energy efficient Habitat homes that low-income families can afford to buy.

_____ Funding Priorities	_____ Multiple Benefits	_____ Outcomes	_____ Knowledge Base
_____ Extent of Impact	_____ Innovation	_____ Scientific/Tech Basis	_____ Urgency
_____ Capacity	_____ Readiness	_____ Leverage	_____ TOTAL _____%
_____ If under \$200,000, waive presentation?			



**Environment and Natural Resources Trust Fund (ENRTF)
2019 Main Proposal**

PROJECT TITLE: Keep usable building materials out of Minnesota landfills

I. PROJECT STATEMENT: This project will keep usable building materials and supplies out of landfills, and at the same time contribute to building energy efficient homes that low-income families can purchase.

The Twin Cities Habitat for Humanity ReStores use two commercial trucks (both nearing the end of their lifecycles) to collect donated items from homes, businesses, and construction sites. An LCCMR grant would be used to purchase two new trucks and one smaller van and operating the vehicles over the next two years.

Demand for ReStore donation pickups has grown dramatically in the past two years (1,294 pickups in 2016 versus 2,195 in 2017). The trend for 2018 is another 70% in growth. All donations to ReStores are tax deductible. Many items donated to ReStores are classified as Construction and Demolition (C & D) debris, which is notorious for being discarded in landfills when it still has usable value.

Items that can't be sold are processed for recycling. Volunteers disassemble lighting and plumbing fixtures to reclaim metals. In addition, 70% of all remaining materials are diverted from the waste stream.

ReStore sales help fund Habitat homes. Every newly-built Habitat home is designed and constructed to meet LEED standards for efficiency (to keep the long-term costs to families low and to minimize environmental impact). The two Twin Cities ReStores are in Minneapolis (2700 Minnehaha Avenue) and New Brighton (510 County Road D West) and together they now keep 1,000 tons of usable items out of local landfills annually. Items picked up by the donation trucks account for 70% of ReStore sales. In 2018, ReStores will contribute \$1.7M to Twin Cities Habitat's mission.

Graduate students from the University of Minnesota's Carlson School of Business analyzed our donation and sales data and made projections that show adding donation pickup capacity will be critical to the larger goal of opening a third ReStore in the Twin Cities in the coming years.

II. PROJECT ACTIVITIES AND OUTCOMES

Activity 1: Fleet Expansion

Purchase two new commercial trucks to pick-up donated items across the seven-county metro area. The trucks would be similar to a 2018 Isuzu NPR-HD Gas Cab Chassis 150 with a MORGAN FASTRACK van body and Waltco Liftgate.

Purchase a smaller transit vehicle for donation pickups, similar to a 2018 Ford Transit Connect.

ENRTF BUDGET: \$160,000

Outcome	Completion Date
1. Purchase two new commercial box trucks and one transit van for ReStore donation pickups.	August 1, 2019



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2019 Main Proposal**

Activity 2: Operate Two Box Trucks and One Transit Van for Two Years

Cover maintenance and operating costs (not driver expenses) for the three vehicles for two years. This will include fuel and maintenance. Donation trucks operate five days a week, driving an average of 80 miles per day to make 6 pickups. All drivers are properly licensed.

The increased capacity created by more trucks is part of a larger strategy to open a third ReStore location in the Twin Cities. Each donation truck in service keeps an estimated 350 tons of usable items out of local landfills annually.

ENRTF BUDGET: \$32,000

Outcome	Completion Date
1. Divert 700 tons of usable building materials from Minnesota landfills each year.	June 30, 2021

III. PROJECT PARTNERS:

A. Partners receiving ENRTF funding

Name	Title	Affiliation	Role
Pete O'Keefe	ReStore Senior Operations Manager	Twin Cities Habitat for Humanity	Pete oversees operations for both the Minneapolis and New Brighton ReStores.
Robin Henrichsen	ReStore Donations Manager	Twin Cities Habitat for Humanity	Robin oversees all donations, including establishing new and maintaining all external relationships.
Phil Henry	ReStore Donations Coordinator	Twin Cities Habitat for Humanity	Phil coordinates donation truck pickups.
Isaiah Filla	Truck Driver	Twin Cities Habitat for Humanity	Isaiah drives the truck and picks up donations.
Ignacio Russell	Truck Driver	Twin Cities Habitat for Humanity	Ignacio drives the truck and picks up donations.

B. Partners NOT receiving ENRTF funding

Name	Title	Affiliation	Role
NA			

2019 Proposal Budget Spreadsheet

Project Title: Keeping usable building materials out of Minnesota landfills

IV. TOTAL ENRTF REQUEST BUDGET \$192,000 over 2 years

BUDGET ITEM (See "Guidance on Allowable Expenses")	AMOUNT
Personnel:	\$ -
Professional/Technical/Service Contracts:	\$ -
Equipment/Tools/Supplies: 2 new commercial box trucks and 1 new transit van.	\$ 160,000
Acquisition (Fee Title or Permanent Easements):	\$ -
Travel:	\$ -
Additional Budget Items: Maintenance and fuel costs calculated at \$16,000 for all three vehicles per year.	\$ 32,000
TOTAL ENVIRONMENT AND NATURAL RESOURCES TRUST FUND \$ REQUEST =	\$ 192,000

V. OTHER FUNDS *(This entire section must be filled out. Do not delete rows. Indicate "N/A" if row is not applicable.)*

SOURCE OF FUNDS	AMOUNT	Status
Other Non-State \$ To Be Applied To Project During Project Period: N/A	\$ -	
Other State \$ To Be Applied To Project During Project Period: N/A	\$ -	
In-kind Services To Be Applied To Project During Project Period: N/A	\$ -	
Past and Current ENRTF Appropriation: N/A/	\$ -	
Other Funding History:	\$ -	



Twin Cities
Habitat
for Humanity®

ReStore
Home Improvement Outlet



2,195 pickups made in 2017

1,000+ TONS kept out of landfills each year

Accepted Items



Appliances



Architectural Items



Hardware & Tools



Home Exterior



Electrical & HVAC



Flooring Materials



Lawn & Garden



Building Materials



Bath & Plumbing



Décor & Furniture



Cabinetry



Paint & Supplies



Doors & Windows



Lighting

Annual Impact



48,000
shoppers



14,000
donations



1,000
tons diverted



4,100
volunteers



6 homes
inspired

Project Manager Qualifications:

Pete O'Keefe, ReStore Senior Operations Manager, will act as the Project Manager.

Pete holds a Bachelor of Science degree in Retail Merchandising from the University of Minnesota, Twin Cities. Pete began employment with Twin Cities Habitat for Humanity in 2013. At that time the affiliate was considering closing the single retail store in New Brighton, which had struggled to financially break even over a five year period.

With a strategic shift and focus on repetitive business donations for acquiring excess building materials, the single store social enterprise quickly shifted to profitable. Expansion included addition of a second store in South Minneapolis in September 2016, with sales and customer traffic exceeding expectations.

The ReStore has maintained 20% or greater year over year growth since 2013. Marketing efforts to contractors and building trades have worked well. Automating donation pickup requests via a web portal allowed for smooth growth and much higher volumes.

In 2017, O'Keefe and the ReStore Team received the Social Responsibility Award from the Minnesota Retailer's Association.

O'Keefe's past employment that relates strongly to the ReStore's mission of reuse and recycling of building materials include:

Xcel Energy – Asset Recovery Department

Sale of non-ferrous metals, construction materials and transformers within 8 state territory

Target Corporation - Environmental Department

Sale or redeployment of excess construction materials and company assets nationwide

University of Minnesota, Twin Cities – Waste and Recycling Department

Managed ReUse Program Warehouse, quickly turning the operation into a revenue generator

Organization Description:

Twin Cities Habitat is one of the most successful and innovative Habitat affiliates in the country. Since 1985, we've brought together families, volunteers, and financial donors in our broad mission: eliminate poverty housing from the Twin Cities and make safe, decent, shelter for all people a matter of conscience. Each year, more than 16,000 people volunteer locally.

More than 1,200 low-income families have partnered with us to buy homes and we've completed more than 1,800 critical home repair projects for low-income homeowners. We operate two ReStores (New Brighton and Minneapolis) that sell donated building materials to help fund our mission and keep waste out of Minnesota landfills. We are the #1 builder of ENERGY STAR rated homes in the state. We advocate for smart investments in housing at the local, state, and national levels and work to reduce Minnesota's racial gaps in homeownership.

In 2017, we formed the largest banking partnership in Habitat history with Bremer Bank (\$98M to finance 500 affordable mortgages). Our goal is to multiply the number of low-income families we can help achieve affordable homeownership and build a financing model other Habitat affiliates can use to the same.