



Surplus: It's Not What You Think It Is

Results from the Surplus Property Pilot

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Surplus Property:
Property in excess of the needs of an organization and not required for its foreseeable need.





Multnomah County Surplus System

“BEFORE”



What do you want to accomplish?

- Organizational values
- EASY for staff to use
- Reporting (Results)
- Repurpose
- Reduce trash
- Make some cash
- Change buying practices
- Replicable





Preplanning a Surplus System



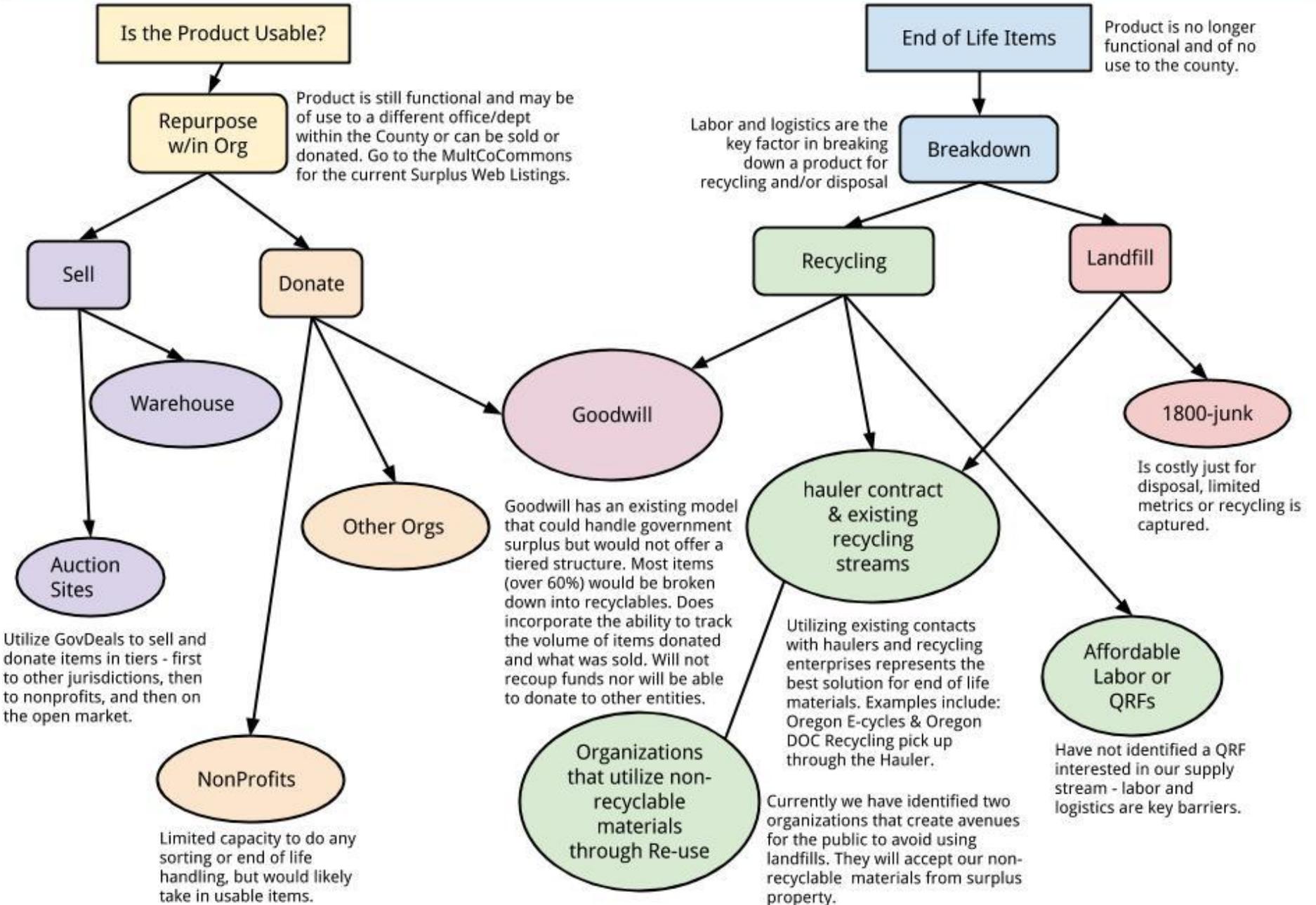


Surplus is Segmented

- Fleet
- Police property
- Office Furniture
- Consumables
- IT and Electronics
- Medical
- And Many More.....



Surplus Office Furniture & Supplies: Defined through FIN13 as "equipment and materials that are still in good condition and usable, but which have no apparent immediate use by the County. Examples include inventoried and non inventoried office furniture and consumable supplies, scrap or recyclable materials, and overstock or obsolete items."



Successful Surplus Systems Have:

- Warehousing
- Logistics
- Inexpensive Labor
- Dedicated Agency Staffing
- Partners



Multnomah County Surplus System

(Current Version)

Internal Champions

- Central Purchasing
- Facilities' Property Managers
- Facilities' Move, Adds, and Changes (MAX) Team
- Strategic Sourcing
- Information Technology Asset Management
- Departmental Sustainability Liaisons and Green Team Members
- Office of Sustainability

External Partners

- PSU Institute for Sustainable Solutions
- PSU Community Environmental Services
- Oregon Department of Corrections
- Goodwill
- Total Reclaim
- TCG
- 1-800-got-junk
- 20 Other Oregon Agencies



The Pilot



- Focused on Consumables
- July 2014- Phase 1
- Sept 2014- Phase2
- Completed Jan 2015



Surplus Property Collected

Autoclave
Baskets
Binders
Book Shelves
Boxes of Office Supplies
Cabinets
Coffee Pots
Commercial Mats/Rugs
Computer Work Stations
Copiers
Crutches
Desks
Desk Organizers
Exam Tables
Fax Machines
File Cabinets
Folding Chairs & Tables
Hanging Folders
HeadSet amplifiers
Hole Punch (2 and 3 hole)
Knick Knacks
Lamps
Lateral Files
Light Fixtures
Lobby Chairs
Mailbox Shelves
Medical Equipment/Outdated Supplies misc



Medical Film Developers
Metal
Microwaves
MISC Office Supplies
Monitor Bases
Monitor Risers
Monitors
Overhead Projectors
Phones
Potted Plants
Printers
Push Carts
Refrigerator
Rolling Carts
Rolling Office Chair
Sandwich Board Sign
Shelves
Sit Stands
Stair Stepper
Tables Various Sizes/Shapes
Typewriters
Toaster
TV
Verticle File Cabinets
Walkers
Wheel Chairs
Whiteboards
Wood
Wooden Chairs
X-Ray
Weigh Scale (Bulky)
Window A/C Unit



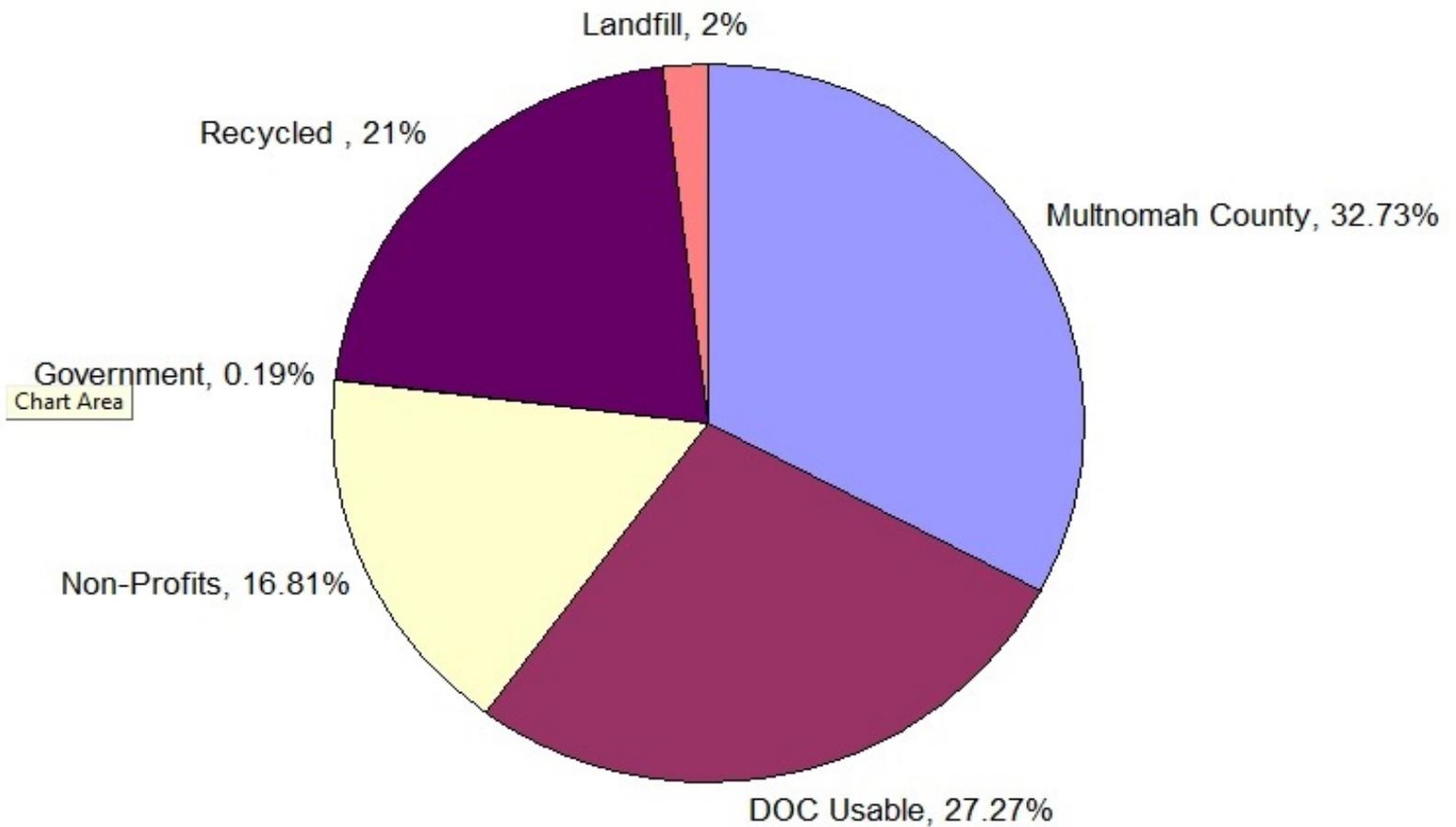
Surplus Item Condition



- Usable 80%
- Broken 10%
- Unknown 5%
- Outdated 2%
- Dismantled 1%
- Recyclable <1%
- Landfill <1%



Where Did It Go?



Planning for Surplus

- 1) Surplus begins with the decisions made when item is purchased
- 2) Pilot highlighted our surplus planning strengths and weaknesses



New Standards for the Value of Surplus



Cash Releasing Value



Non-Cash Releasing Value

- Honest calculations
- Consistency
- It's always up for debate



Items to Pounds & Value



- **Standardized nomenclature**
- **Pounds: estimate from items**
- **Value: calculated from usable items**



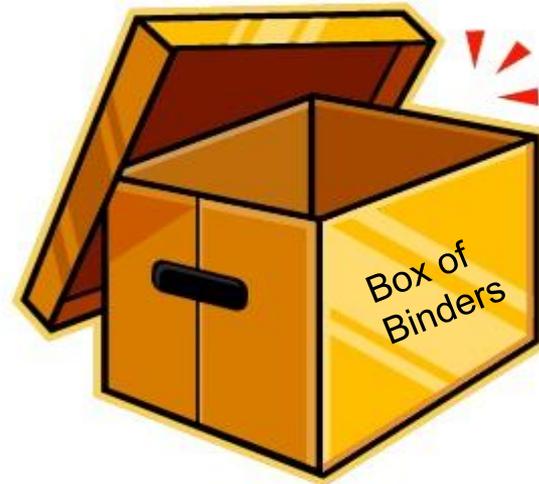
Items of Office Supplies by box



Sample size = 20 boxes

Estimated 100 items per box.

Average weight = 18 pounds



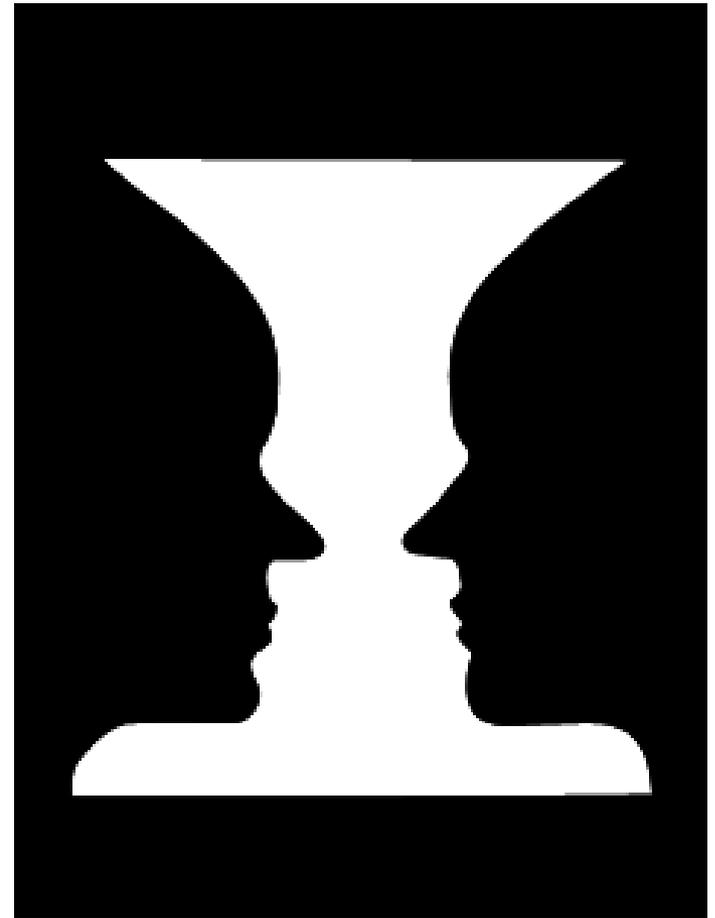
Boxes contain only binders

Average weight = 13 pounds



It Wasn't What We Thought It Was

- Surplus State of the Art
- Any surplus solution is unique to your agency
- Partners are paramount



It Wasn't What We Thought It Was



- What goods make up Multnomah County surplus
- Identifying PHI and PII as an issues which must be dealt with in your surplus program
- The critical importance of record keeping and reporting
- Surplus is a stewardship issue and demonstrably pays for itself with the right business model**



Surplus Pilot Results

Landfill = 2%





Surplus Pilot Results

Pilot Delivers \$148,145 in Value

	Non-Cash Releasing Value Usable Surplus	Weight in Pounds
Total Collected	\$148,145	53,041
Donations	\$80,612	35,524
Internal Reallocation	\$67,533	17,517

Total Number of Items: 2,005
More than 10,000 Consumables



Better Outcomes = Better Stewardship

FY 2014

- Dysfunctional / No System
- 1-800-Got-Junk- East Side Only
- Cost \$12,150
- Total Reallocated \$0
- Outcomes
 - Internal Reallocation 0%
 - Donated 42%
 - Recycle 45%
 - Landfill 13%
 - Weight Diverted from Landfill 46,029 pounds

FY 2015 Pilot

- Established partnerships with key organizations
- Sustainable surplus system poised to improve
- Potential future leverage with other agencies
- No calls to 1-800-Got-Junk
- Cost \$17,536 (PSU Contract)
- Total Reallocated \$148,145 (non cash releasing)
- Outcomes
 - Internal Reallocation 33%
 - Donated 44%
 - Recycled 21%
 - Landfill 2%
 - Weight Diverted from Landfill 53,041 pounds



We Are Not Done!

- Surplus is a work in progress
- Rewrite the County's Surplus rule
- Improve efficiency of internal reallocation
- Marketplace as a component
- Compare landfill list with what we are buying now
- Developing the surplus pilot model with Regional Partners



Thank You

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