

Re-use Shop Partnership



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Facts & figures (2019/20)

- **309,000 of domestic waste**
- **<2% to landfill**
- **38% recycling**
- **740 tonnes reuse from 2 shops**
- **0.63% contribution to recycling rate**

Shop No.1

Project included in the refurbishment of our Seacroft HWRC

□ Timeline:

- 2005 Approved in capital programme
- 2008/9 credit crunch happened
- 2009 Re-evaluated and back in programme, budget £1.5m
- **SHOP finally opens August 2011**

Who would run the shop?

- Who would run it? LCC, private sector or community sector?
- Close offer to third sector only?
- Lease and not purchase of services?
- Profit Share?
- Shop needed to be self-sustaining
- Option Appraisal completed 2007

Soft Market Testing



Pre-qualifying Questionnaire

PQQ

- Organisation management structure, staff experience, any existing contracts
- Confirm experience of running re-use/retail operation and that restricted opening times of HWSS were acceptable
- General information

Tenant selection

- Bids scored 40% price:60% quality
- Price: Rent offered 40%
- Quality: (I) Business plan (12%)
(II)Operational details (48%)
- Successful tenant: **Revive Leeds**

2 Shops now!

- Shop construction costs included budget for waste site redevelopments
- Seacroft 2011 cost £240k
- Kirkstall 2017 cost £600k
- Capital payback normally 25 years - capital costs recouped in c18 years based on rent alone not including % profit share



Revive Leeds Our origins

'Only used once' coffin is snapped up at £140

By Dan Townend

A WOODEN coffin has been sold by a charity shop – after being marketed as “used once”.

Priced at £140 and measuring 6ft long, it was snapped up almost as soon as it went on sale.

Jonathan Wingfield, assistant manager of second-hand charity shop Revive in Leeds, said: “It’s just sold – a gentleman paid not far off the marked price for it but we didn’t ask him what he wanted it for.

“It’s probably the quirkiest item we’ve had donated so far, and it does look well-made.

Prop

“We had to do some research online on how to price it up – there isn’t a lot of trade in second-hand coffins, so we just had to guess.”

The casket, with brass fittings, was used as a theatrical prop in a local theatre production several years ago. It was given to Revive because its owners no longer had room for it.

“They had it in their garage for years after the production but were moving, so they decided to give it to us,” said Mr Wingfield. “It is the most unusual item I’ve come across.”

Revive, which opened three months ago, rejuvenates and recycles household goods and sells them on, donating any profits to local charities.



Jonathan Wingfield with the coffin at the charity store in Leeds

First Expansion

- 2017 – successful application for shop number 2 to include an overhaul of our lease and contract for both shops
- Challenges for a different retail outlet

Some Figures 2019-2020

- Footfall 150,892
- 710 Tonnes of Reuse
- 11,167 Volunteer Hours
- 1.3m individual items sold
- Turnover almost £1m

Benefits

- Volunteers
 - Health
 - Progression route
- Affordable goods
 - People living in poverty
- Local Community
 - Life-enhancing activity
 - Interaction
 - Social cohesion
 - Education
 - THE LEEDS £



Where Next!

- Further expansion into West Yorkshire
- Spin off nationally through one of our member charities





Questions.....