

# Proximity Based Business

## *Models for Sustainable Enterprise*

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# The Long Distance Loop



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# The Primary Challenge

- \* Valuation of recyclable materials negates key factors
  - \* Embodied energy
  - \* Environmental cost of manufacture of replacement
  - \* Environmental and economic cost of transport
    - \* Fuel
    - \* Roadways
- \* Valuation of recyclables has been established globally, but the problem is local.  
*Commoditization by default is counter to solution*

# Proximity Based Businesses

- \* Utilize feedstock and supplies from immediate market
- \* Produce products for distribution within the market from which the materials are gathered

# Criteria for PBB Models

- \* Products/services for a local market
- \* Locally sourced sustainable feedstock
- \* Minimal reliance on 'economy of scale'
- \* Scalable to meet future needs of market
- \* Replicable systems and technology
- \* Adaptable to meet needs of changing market and work within varied regional conditions
- \* Locally owned, managed, financed, staffed

# DSI Sustainability Ideals for PBB Model Development

- \* Utilize recycled materials as feedstock
- \* 'Green' products and services
- \* Create or enhance social and economic stability within region and/or given population
- \* Meet ideals of B-Corp model ([www.bcorporation.net](http://www.bcorporation.net))

# Strategy for Building Models

- \* Identify opportunities within a jurisdiction - recyclable materials
- \* Identify products and processes
- \* Determine viability - market, supply
- \* Create resources - training, production processes
- \* Build partnerships in multiple markets

# Case Study: Glass Pavers

- \* Market: Construction
- \* Feedstock: Bottle glass
- \* Product: Glass ingots/pavers
- \* Process: Hot glass (poured/pressed)
- \* Principles/partners: Aboriginal bands, inner city social enterprise

# Glass Pavers: Key Strengths

- \* Meets an identified and growing need
- \* Utilizes recycled materials - strong supply of feedstock
- \* Scalable to meet growth requirements
- \* Easily replicable process - turnkey
- \* Resources in place to develop a viable pilot project
- \* Provides a sustainable business with trained employment

# The Value of PBB to Communities

- \* Reduce carbon footprint of transport
- \* Reduce truck traffic
- \* Provide long term local jobs
- \* Support local economy
- \* Encourage use of recycled materials with local supply
- \* Reduce requirement to market recyclables

# The Role of Government

- \* Encourage and reward local remanufacture
  - \* Undertake locally based valuation processes
  - \* First use policies
  - \* Promotion of local remanufacturers at recycling depots
  - \* Preferred rates for recyclables for local business
- \* Provide incentives for recycling industry partners (NFPs, Social Enterprise, community based businesses)
  - \* Recycling hub areas with tax benefits
  - \* Use of public lands/buildings for recycling

# The Role of DSI

- \* Research and develop Proximity Based Business models to deal with a wide range of recyclable materials (glass, soft plastic, concrete, gyproc, textiles), including turkey type transportable systems
- \* Develop locally based enterprises in communities to effectively locally deal with materials
- \* Consult with municipal and regional governments to determine needs and develop strategies to create local solutions

# Questions

For background information please send an email

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