

MATERIALS MARKETPLACE

EXPANDING INDUSTRIAL REUSE TO SCALE ON THE CLOUD



United States Business Council
for Sustainable Development

pathway21

About the US BCSD

The US Business Council for Sustainable Development is an action oriented and member-led nonprofit business association that harnesses the power of collaborative projects, platforms and partnerships to develop, deploy and scale solutions to ecosystems, energy, materials and water challenges.



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The Materials Marketplace

The Materials Marketplace is an award-winning regional and national platform to facilitate company- to-company industrial reuse. Through the cloud-based platform, traditional and non-traditional industrial waste streams are matched with new product and revenue opportunities, ultimately enabling the culture shift to a circular, closed-loop economy. In addition to diverting waste from landfills, these recovery activities generate significant cost savings, energy savings, and create new jobs and business opportunities.



The Materials
Marketplace was
recognized with a
prestigious
“Circulars” Award at
Davos 2016



Materials Marketplace

http://materialsmarketplace.org

Home Users Materials My Materials

How it works

Search for Material

Projects utilize the Materials Marketplace, an online platform developed by US BCSD partner Pathway21 to gather materials information from participants; and to track, analyze, match and exchange available resources. Growing the database helps participants source from secondary markets, helps green economy and social entrepreneurs obtain materials, and helps identify end-users for recovered materials.

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Add Material My Activities Language Welcome, Daniel Log out

Grid view Map view

Available Office desks
X City, Y State, Zip code
Business Furniture, Fixtures and Equipment

Available Bauxite residual (red mud)
Z City, Y State, Zip code
Filter Cake and Sludge

BEFORE

Steel Offal

A steel by-product of General Motor's stamping operations. In the US, GM produces ~40,000 pieces per month in about 12 different shapes and sizes. Due to its consistent size, quality and predictable quantity, pieces have reuse potential and value beyond traditional scrap metal markets.



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Benefit

\$5

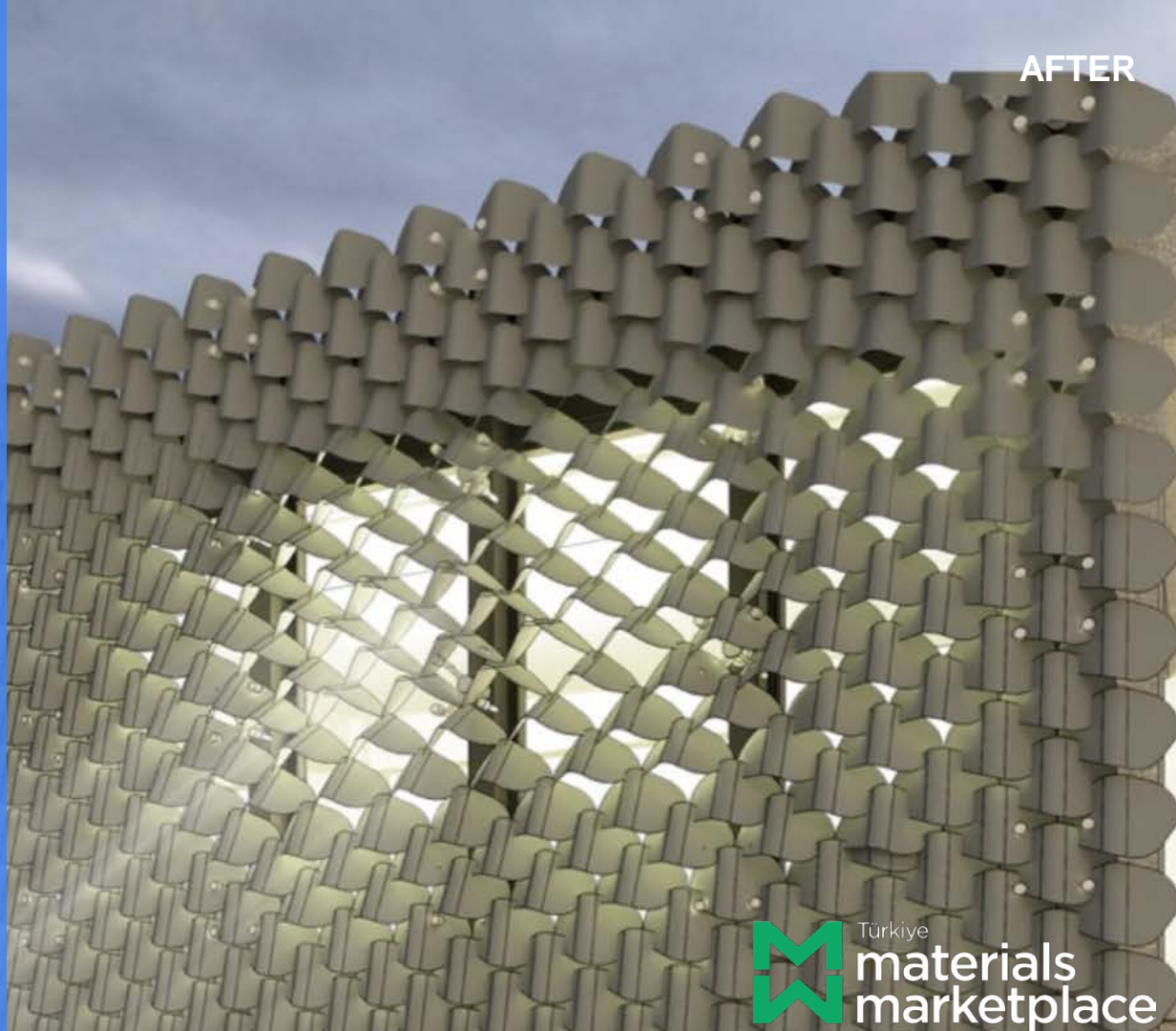
Million USD

Supply

13

Thousand Tons

AFTER





austin **materials marketplace**



The Austin Materials Marketplace was launched to the public in August 2014 to bring together businesses of all sizes and entrepreneurs in the City of Austin and Travis County to create closed-loop systems in which one company's waste is another company's raw material. The program was fully-funded by Austin Resource Recovery for the first two contract years, August 2014 to August 2016, with the intention to gradually transition to a network-supported, self-funding business model starting in 2017.

The Austin Materials Marketplace has won awards and recognition as a local economic development driver, and continues to be one of the City's top resources for businesses and organizations looking to divert materials from landfill and participate in Austin's emerging circular economy.



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Scale: city

Status: active since 2014

Key Metrics:

176+ transactions

**26000ft³ Diverted from
Landfill**

437 MTCO₂E Avoided

**216 Active Businesses and
Organizations**

**\$165,000 in Disposal
Savings & Value**



The Ohio Materials Marketplace, launched in Q1 2017, is the first state-scale project to utilize the Materials Marketplace platform. The Ohio effort is being led and financially supported by the Ohio Environmental Protection Agency, with advisory support from the US BCSD.

This project will make the Materials Marketplace platform available to all businesses and organizations within the state of Ohio free of charge - a significant step up in scale.

Scale: statewide

Status: launched Q1 2017

Key Metrics:

**5,000+ target companies
identified for initial
outreach**

**Other metrics TBA as the
project gains
momentum**





tennessee **materials** **marketplace**



The Tennessee Materials Marketplace, scheduled to launch in Q2 2017, will be the second state-scale project to utilize the Materials Marketplace platform. The Tennessee effort is being assisted and financially supported by the Tennessee Department of Environment and Conservation.

This project will make the Materials Marketplace platform available to all businesses and organizations within the state of Tennessee free of charge for the first three years.

Scale: statewide

Status: launching Q2 2017

Key Metrics:

TBD





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E C O S

State Environmental Commissioners and National Business Leaders Launch Materials Leadership Council

As interest in Sustainable Materials Management grows within both the public and private sectors, and the Materials Marketplace platform has emerged as a leading path to Sustainable Materials Management, an historic Materials Leadership Council is being established among members of the Environmental Council of the States (ECOS) and of the US BCSD.

The initial purpose of this important public-private partnership is to connect the capabilities and interests of state and business leaders to scale creative material reuse across industries and develop policy solutions that support these shared goals.



United States **materials** **marketplace**

The United States Materials Marketplace launched as a pilot project in the summer of 2015 to test the feasibility of a national-scale Materials Marketplace. The pilot leveraged the expertise and networks of three founding partners: The US BCSD, the Corporate Eco Forum, and the WBCSD.

Results from the pilot, which ran from June to August 2015, included: 23 participating companies, 78 facilities engaged, 150 materials—2.4 million tons total—uploaded to the marketplace, 59 materials being sought, 68 recommended matches and 19 transactions in development, with another 49 possibilities that were still pending action at the close of the pilot. The US Materials Marketplace was re-launched in Q1 2017, with the goal of engaging at least 20 major corporate participants in the first year.

Scale: national

Status: pilot project in summer 2015, relaunched Q1 2017

Key Metrics:

23 participating companies

78 facilities engaged

150 materials listings

2.4 million tons of material

68 recommended matches



Turkey Materials Marketplace



The Turkey Materials Marketplace launched in Q2 2016, as the second national-scale project to utilize the Materials Marketplace platform. The Turkey effort is being assisted and financially supported by the European Bank for Reconstruction and Development.

This project will make the Materials Marketplace platform available to all businesses and organizations within Turkey free of charge for the first two years.



Scale: national

Status: launched Q2 2016

Key Metrics:

53 engaged companies

60 materials listings

16 recommended matches



“Recycling is good, but viewing waste as a valuable resource that can be plugged into your operations or products is even better. How do you make a good, effective program great? You systematize it.”

John Bradburn, GM Global Manager of Waste Reduction



As companies recognize the risks of existing supply strategies and see the financial benefits of managing materials in a more sustainable way, there will be demand for **enabling services and technology.**

A critical component of the circular economy is **business-to-business material reuse:** matching process by-products and undervalued resources at one facility with the needs of another facility.



Materials Marketplace

An ecosystem that drives business-to-business materials reuse.

- 1. Government Alignment**
An engaged government, regulatory and economic development community.
 - 2. Enabling Technology Platform**
A reuse program and data platform to facilitate & administer materials market transactions.
 - 3. Connected Industry**
Local industry committed to mining the value of manufacturing by-product reuse.
- 1. Value-add Providers**
Solutions providers who can provide materials expertise or value-add services.