

Business Biography of Ted Reiff

Ted Reiff is founder and president of The ReUse People of America and The ReUse People of Canada (TRP), environmental nonprofit organizations salvaging and distributing used building materials. TRP is a leader in the emerging field of *deconstruction*, which, unlike traditional demolition, involves the careful dismantling of buildings in order to preserve their reusable components.

In the 30 years since its founding, TRP has deconstructed over 4,000 residential, commercial and industrial buildings ranging from single family residences to military housing complexes and large-scale movie sets. Located in Oakland, TRP has diverted over 300,000 tons of materials from landfills throughout the state of California and another 150,000 from its activities in Seattle, Boise, Salt Lake City, Chicago, North Haven, Kansas City, and Arlington, Austin, Houston, Texas, plus Vancouver, BC.

TRP works collaboratively with contractors, architects and designers, specialty wood mills, consignment stores and resellers of used building materials. TRP is a member of the U.S. Green Building Council, Build Reuse and Coast Waste Management Association.

Early in his business career, Mr. Reiff was a retail systems consultant for an international consulting company specializing in distribution systems.

Prior to founding TRP he was founder and managing partner for an investment banking firm that provided a variety of support services to early-stage entrepreneurs still working in their garage. These services included suggestions and assistance with marketing strategies, writing business plans, raising seed and growth capital, and writing SBIRs. During this time he was a certified as a part-time instructor for the California Community College system and Vice-chair of the Dean's Business Advisory Committee at San Diego State University – College of Business.

Working with governments, and private businesses in Mexico, Belgium, New Zealand, the UK and Canada he has a unique perspective of deconstruction, building materials reuse, adaptive reuse and historic preservation.

Ted is a licensed former OSHA construction outreach trainer and is personally responsible for the training of dozens of contractors and over 500 workers in the art and science of deconstruction for the purpose of salvaging and reuse.