



**Recycling Market
DEVELOPMENT CENTER**



**FOUR-PART
WEBINAR SERIES**

Recycling Market Development Center

State agency partnership for collaboration to advance market development to prevent and reduce waste
(RCW 70A.240.030)

- Statewide recycling studies
- NextCycle WA accelerator
- Diverse Advisory Board
- Focused pilot projects
- Waste stream market research
- Business & technical resources



Recycling Market DEVELOPMENT CENTER



Ripping the Stitch: Business Transformation

MAY 8TH 10AM – 12:30PM PST

Equip textile businesses with practical insights to transition into or maintain circular business models through real-world examples and peer learning.



Elements of circular business models

Circular economy business types (upcycling, repair, rental)

Peer sharing: motivations, logistics, costs, & market demand

REDESIGN COLLECTIVE

CITRUS CIRCULAR

 **King County**

Ravel™

 Washington State Department of **Commerce**



Hosts

Timothy Parent (He/She/They)

Behnosh Najafi, PhD (She/Her)

Reforme U

☞ Circular Spring

Housekeeping Notes

Recording:

This webinar is being recorded and will be posted to Ecology's YouTube and shared via the Recycling Market Development Center.

Q&A + Chat:

- Use the Q&A box for speaker questions (use the 👍 upvote feature!)
- Use the chat to connect, share reflections, or drop helpful resources

Privacy Reminder:

Please do not use AI notetakers (e.g., Otter.ai) — we're recording with limited, respectful access.

Take Care:

We'll have a 5-minute bio break, but feel free to step away as needed.

Feedback:

We'll drop a short survey link in the chat — your input helps shape future sessions!



Hemmed in to Cutting Loose: Adopting New Innovations



MAY 13TH 10AM – 12:30PM PST

Explore cutting-edge technologies enabling circular textile practices while addressing infrastructure, logistical, and economic barriers to scaling innovation.



Infrastructure and investment needs

Concrete, scalable examples relevant to Washington

Tech innovations in textile circularity (fiber ID, platforms)



Fastening the Textile Community; Advocacy & Coalition Building

MAY 15TH 10AM - 12:30PM PST

Unify and empower stakeholders across levels to advance textile policy and collaboration, driving actionable steps for advocacy and ongoing community engagement in WA and beyond.



Coalition-building frameworks

Global to local policy & stakeholder landscape

Route to sustained collaboration





Lisa Hilbert Founder, Redesign Collective



Leslie Perkins, Commerce



Megan Davis, RMDC



Carly Mick, Director of Sports Product Design, U of O



Kathryn Horvath, Fashion Advocate



Behnosh Najafi, Co-Founder, Circular Spring



Amrit Bhuie, Sustainability Advocate, Ph.D in Toxicology



Zakiya Cita, The Chayah Movement



JeLisa Marshall, Community Organizer, PhD Candidate



Lizzy Paul, Circular Economy Leader, RRS



Mya Keyzers, RMDC



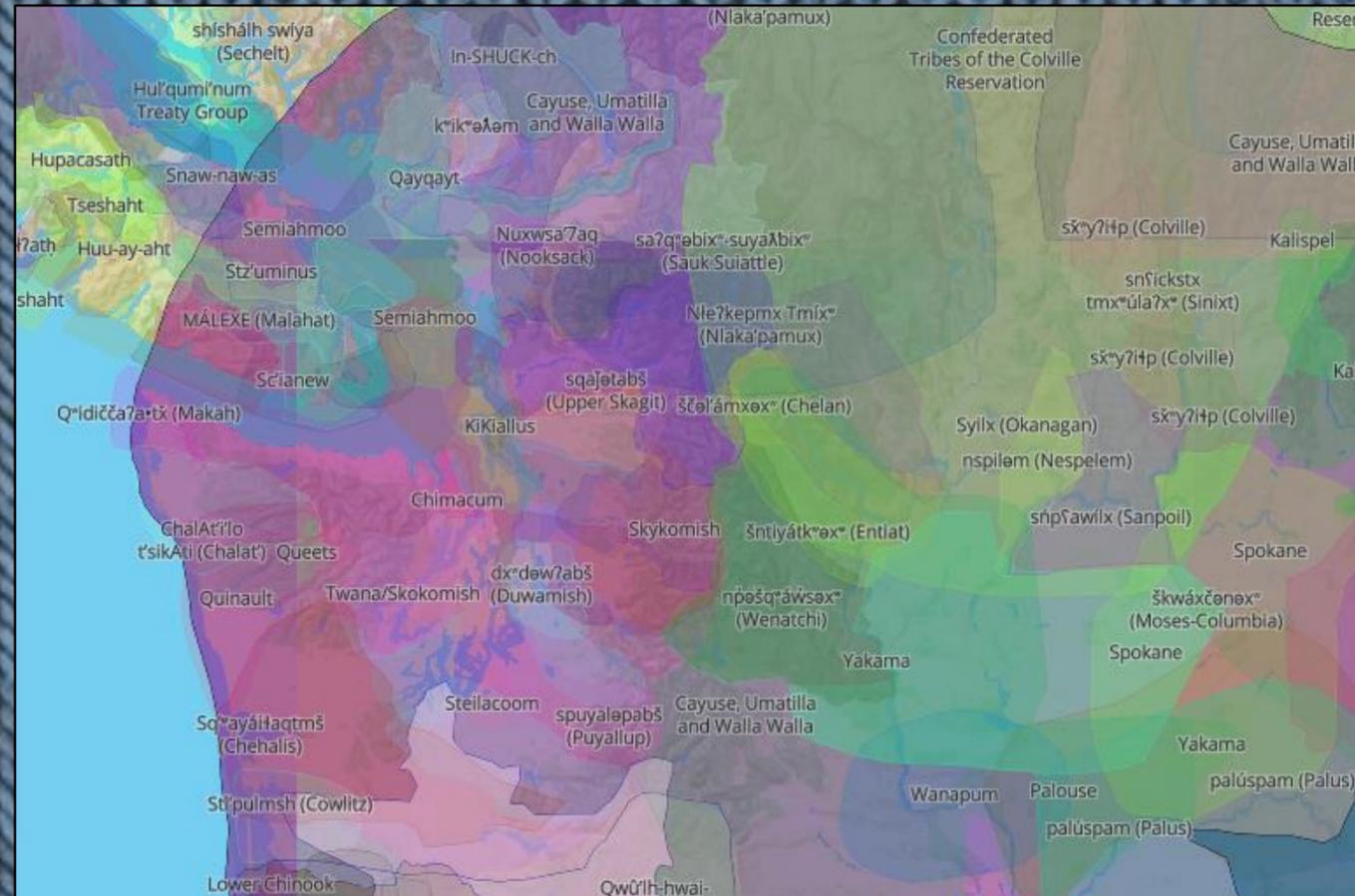
Nina Olivier, Circular Economy, King County

Land & Labor Acknowledgement

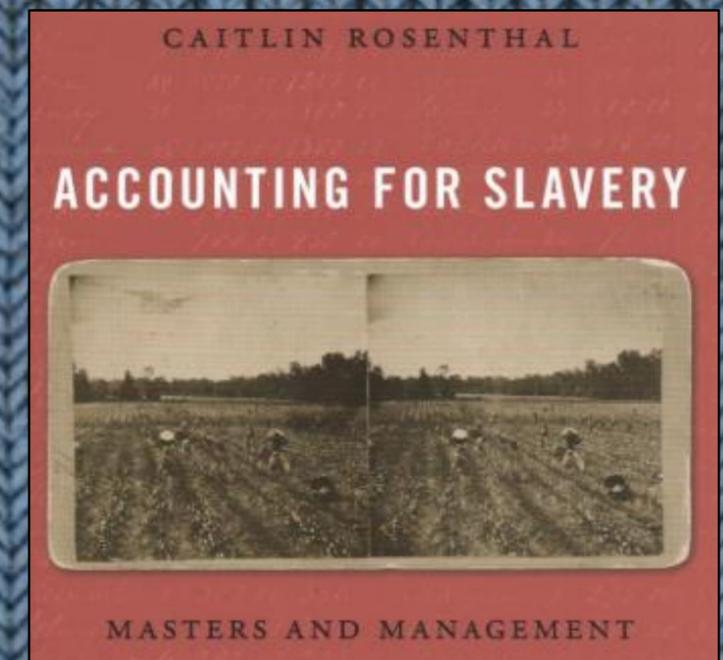
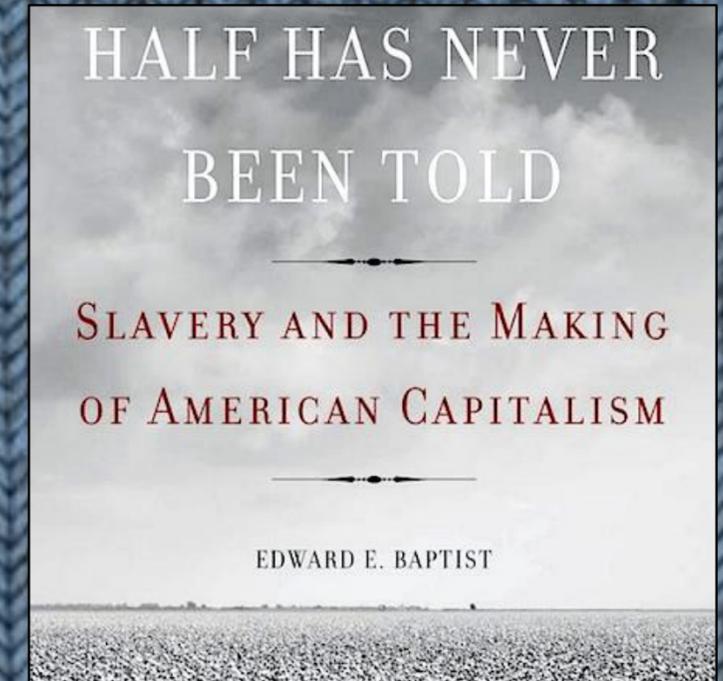


Newcombe, C. F. (1915). *Woman spinning yarn at the Coast Salish village of Musqueam* [Photograph]. University of Victoria Legacy Art Galleries. <https://legacy.uvic.ca/gallery/salishcurriculum/coast-salish-design-elements/spindle-whorls/>

Women Spinning yarn at the Coast Salish Village of Musqueam. Newcombe, C.F. (1915) <https://legacy.uvic.ca/gallery/salishcurriculum/coast-salish-design-elements/spindle-whorls/>



Map data provided by Native Land Digital (<https://native-land.ca/>) Used with permission for educational and non-commercial purposes.



Ripping the Stitch: Business Transformation

Part I. Circular Business Models: Perceived opportunities/Successes

 Speaker Presentations

 Group Q&A & Reflections

Speakers respond to your questions

 5-Minute Bio Break

Part II. Circular Business Models: Challenges

 Speaker Presentations-

 Group Q&A & Reflections

Speakers respond to your questions

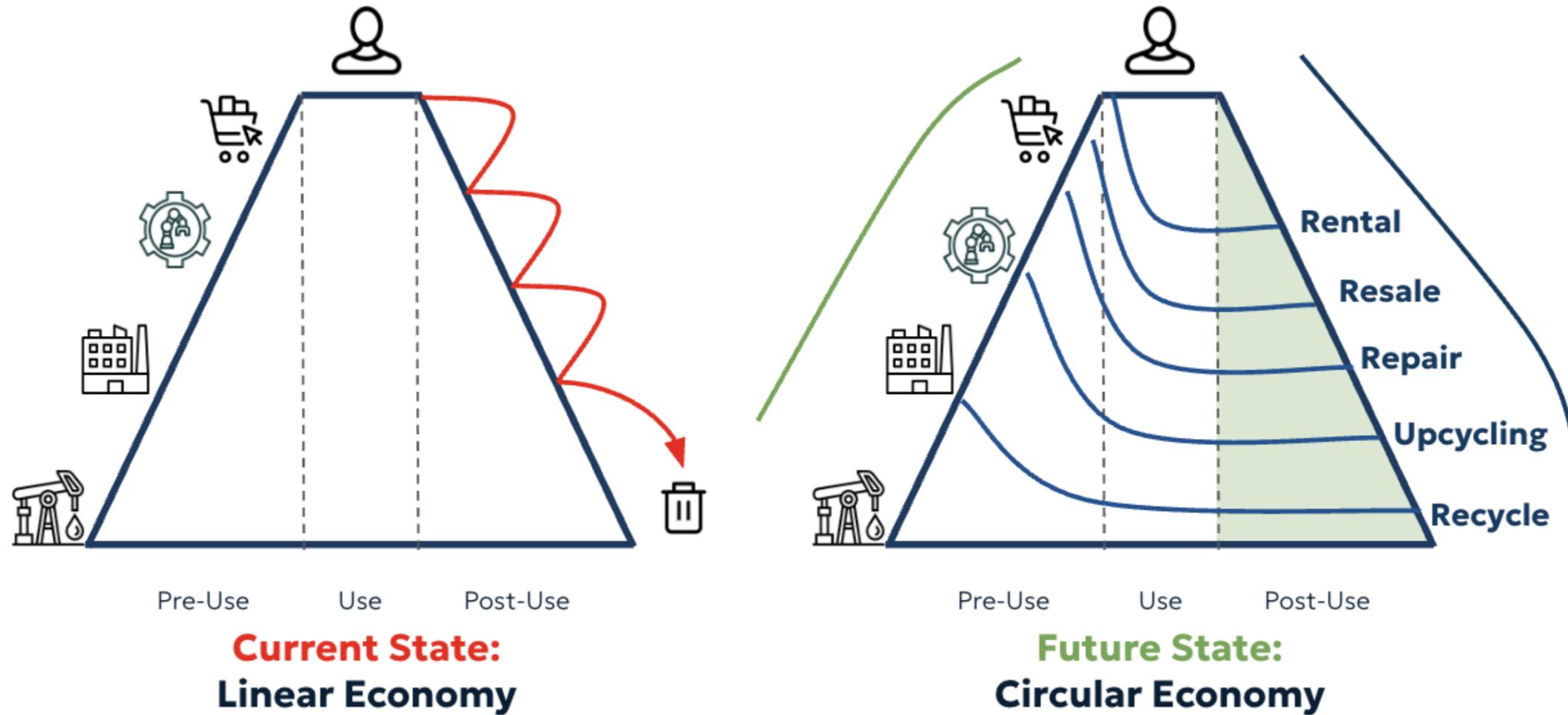
Part III. Breakout discussion groups

 Closing Remarks

Survey + info for the next webinar

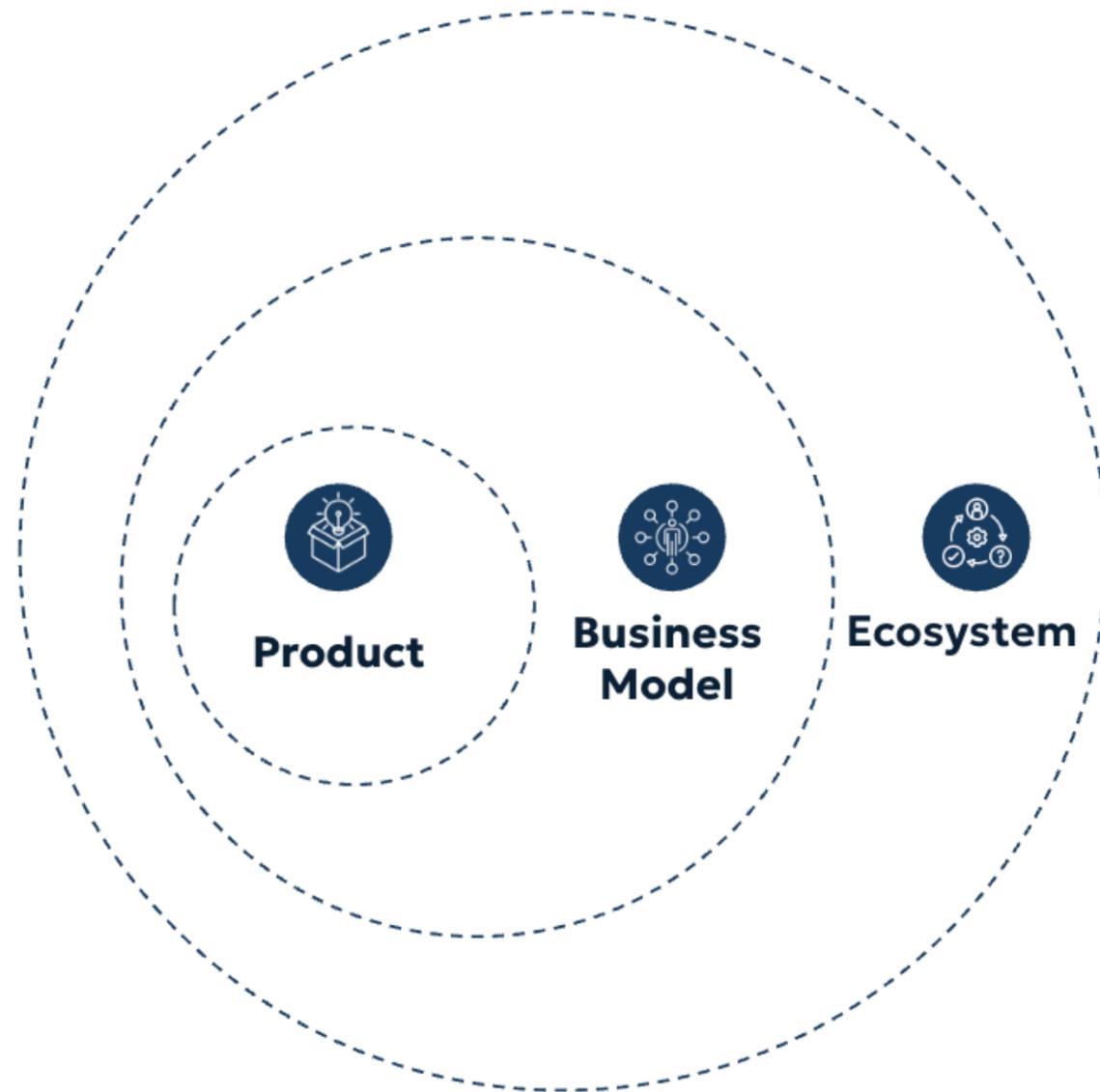


Textile Circular Business Models on Value Hill



* from [Sustainable Finance Lab](#), [Circle Economy](#), [Nuovalente](#), [TUDelft](#), and [het Groene Brein](#)

The Business Perspective on CBMs



Product: What are materials, functionality and aesthetics of the product?



Business Model: How viable is the business model (feasibility, economic, desirability)? What are the positive & negative externalities, and the next use for product?



Ecosystem: Who are the stakeholders and what partnerships, workflows, and technology are needed?

*Jan Konietzko



Part I.
Perceived Opportunities
and Successes

Part II.
Challenges

Part III.
Breakout Rooms

Part I. Perceived Opportunities and Successes



Nicole Bassett
Citrus Circular



Zahlen Titcomb
Co-Founder CEO Ravel



Lisa Hilbert
Owner, Redesign Collective



Julie Kimball - Bryant Direct
of Operations Global
Neighborhood



Ripping the Stitch: Business Transformation

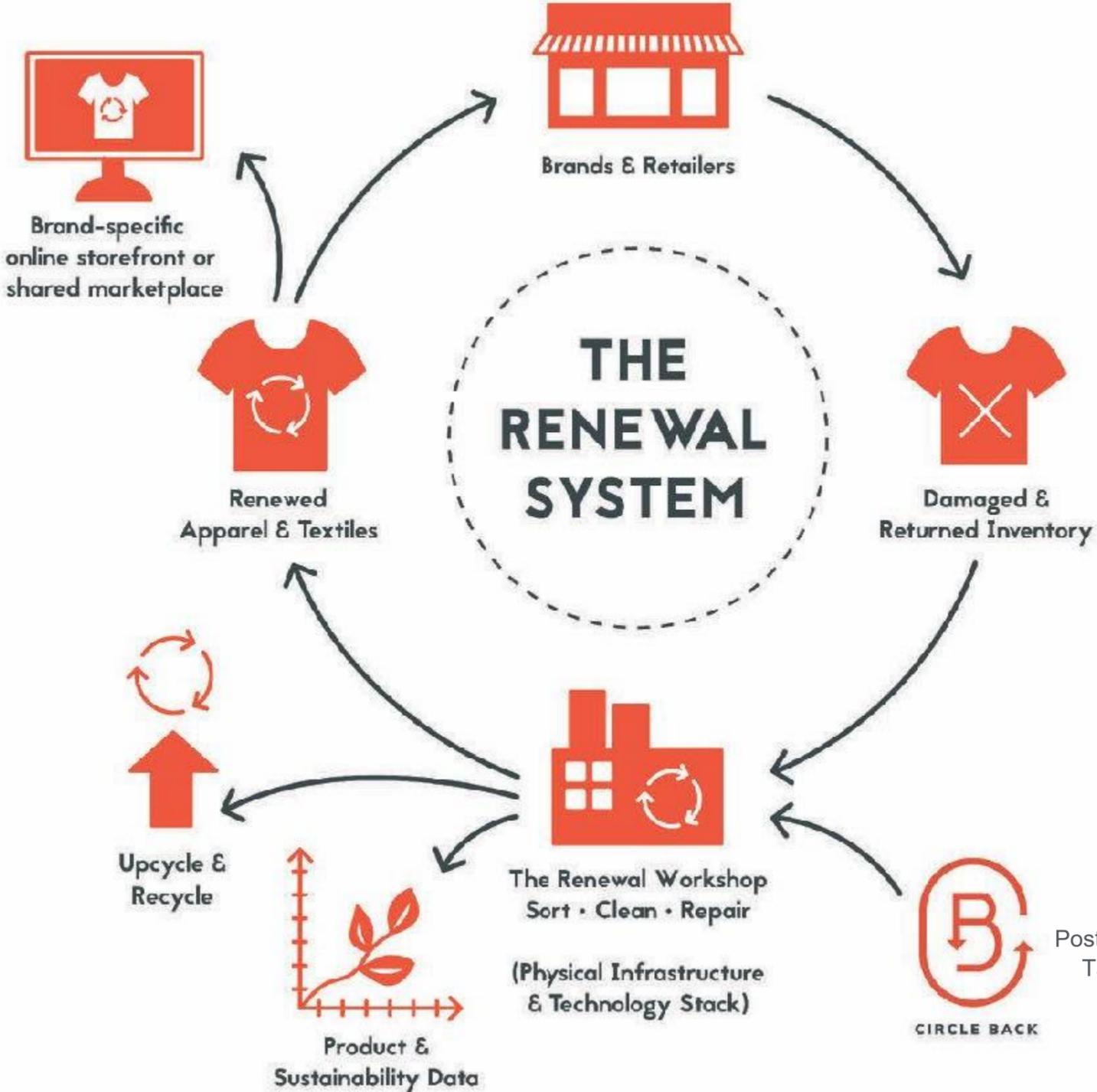
A Circular business journey



The Inspiration



CIRCULAR OPERATIONS



SCALING CIRCULARITY

Leverage existing and transition for circular

Use warehouse + fulfilment for new and used

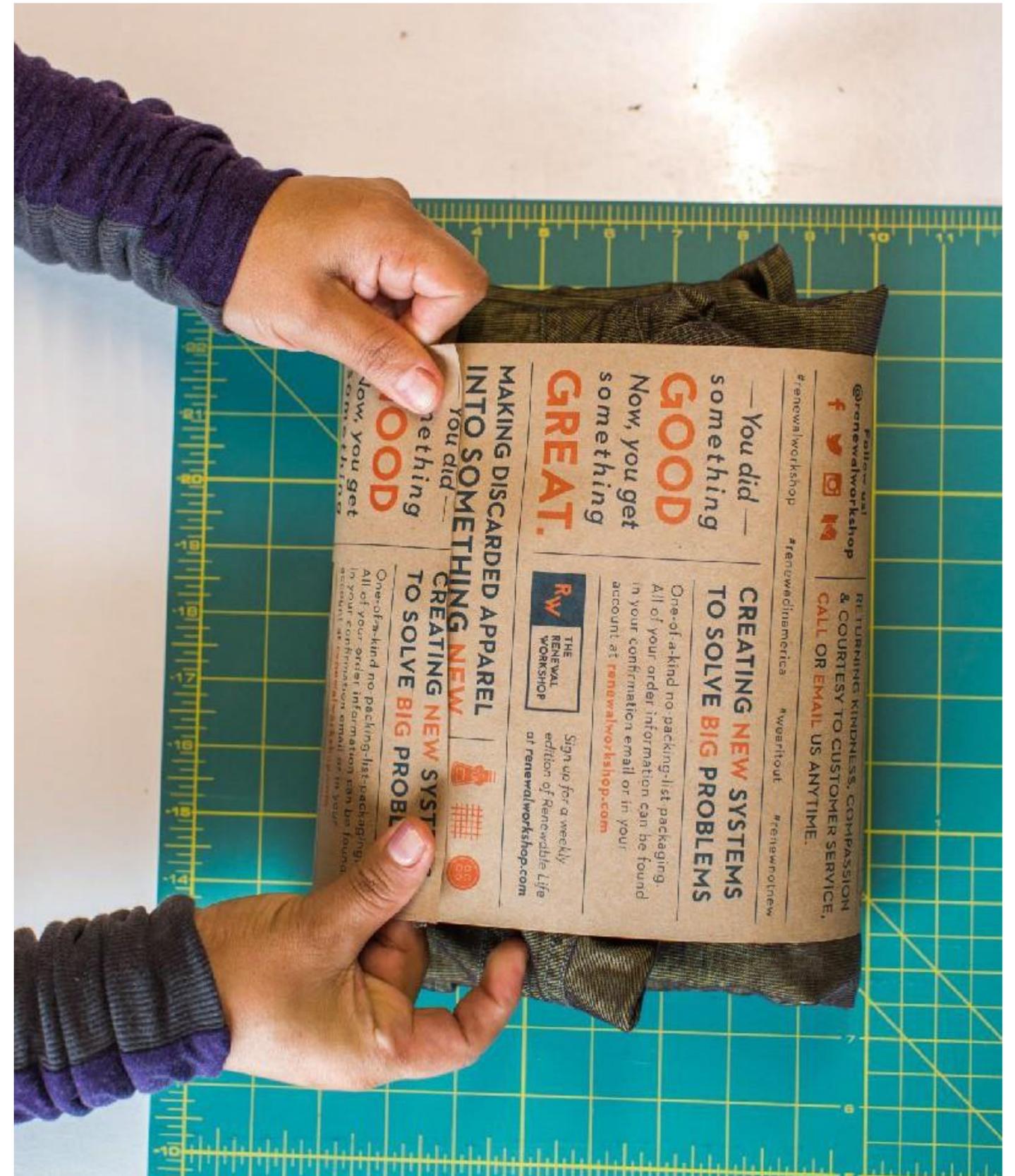
Use the returns process for takeback

Use logistics for recyclers



6 REASONS CIRCULAR IS A SOLUTION

- 1** TURN-KEY SOLUTION FOR CREATING PRODUCT IN MARKET
- 2** IMMEDIATELY GENERATE REVENUE
- 3** RIGHT PRICE POINT OF HIGH QUALITY PRODUCT IN A RECESSION
- 4** SUPPLY CHAIN RESILIANCY
- 5** MAXIMIZE THE VALUE OF YOUR PRODUCT - SELL IT TWICE!
- 6** CIRCULAR ADDRESSES REAL IMPACT + CARBON



THANK YOU



GLOBAL
NEIGHBORHOOD



**HELPING YOUR USED GOODS FIND NEW LIVES,
WHILE HELPING PEOPLE FIND THEIR LIVELIHOODS.**

WE ACKNOWLEDGE THAT GLOBAL CLIMATE CHANGE AND REFUGEE FLIGHT GO HAND IN HAND AND CANNOT SEPARATE OUR EMPLOYEES WELL-BEING FROM OUR PLANET'S HEALTH THEREFORE, WE'RE WORKING TO LESSEN ENVIRONMENTAL HARM AND PROMOTE SUSTAINABILITY



WE DO THIS THROUGH:

- **NONTRADITIONAL GRADING AND STOCKING PRACTICES**
- **CREATIVE REUSE AND STRATEGIC COMMUNITY PARTNERSHIPS**
- **GENEROUS VOUCHER PROGRAMS**

OPPORTUNITIES & SUCCESSES

2024 - Global Neighborhood diverted 1,090,926 lbs. of textiles from entering the local landfill.



INDUSTRY IN QUESTION



UNDERSTANDING THE COMMODITIES TRADE: THE AMERICAN TEXTILE RECYCLING PROMISE.





REDESIGN COLLECTIVE



Lisa Hilbert

Founder

Redesign Collective
Upcycling Studio



Redesign-Collective.com



[@redesign_collective](https://www.instagram.com/redesign_collective)

Professional background & influences

Corporate Trainer & Coach

Master of Science
Speech and Hearing Sciences
University of Washington
Researcher, Neurodivergence
Customized employment specialist
Executive Coach at Fortune 100
tech, automotive, energy
corporations



Theatre Arts Educator



creative reuse skills taught through
costuming, prop, set design projects



**REDESIGN
COLLECTIVE**

*USE
the box!*

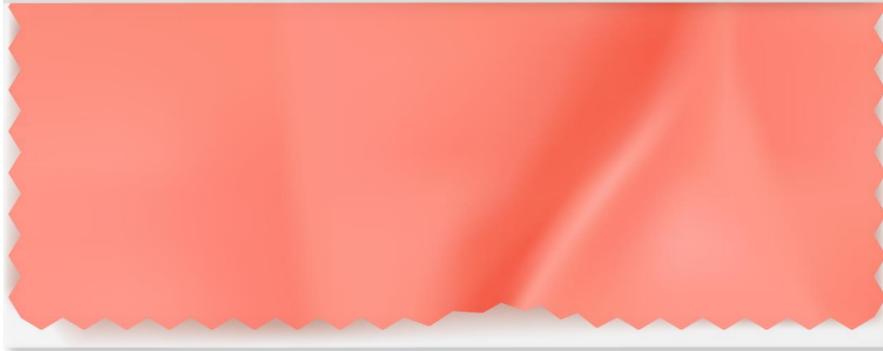
Philosophy





Arts Education

SIMILAR OBJECTIONS



Textile Sample Waste



Disability
Accomodation

“

*Too much staff effort
Not in the budget
Unprofitable
What is value add?
Have other priorities*

”

REDESIGN
COLLECTIVE

Textile Samples

*design industry tool to
choose fabric for projects*





Full-circle upcycling

both collection AND redesign



4,000+ lbs preconsumer textiles rescued



REDESIGN COLLECTIVE

Sustainable textile accessories and decor made-to-order with care in Seattle by our artist collective

SUSTAINABLE DEVELOPMENT GOALS





Created new process to design to architectural specification using fabric samples. Employed diverse local workforce.

REDESIGN COLLECTIVE

Case Study

supplied
90 pillows
for 3 buildings
Campus of the Future



REDESIGN COLLECTIVE

First in the industry



LUMBAR
PILLOW INSERT

100% recycled polyester ma
100% upcycled exterior fabr

SIZES 12x20

100% cotton biodegradable
upcycled exterior fabric

100% recycled U.S.
postindustrial polyester
interior fiber from
family-owned factory

Sewn to order
in Seattle by woman-
owned business



LUMBAR
PILLOW INSERT

100% recycled polyester ma
100% upcycled exterior fabr

SIZES 16x36 12x4



SQUARE
PILLOW INSERT

100% recycled polyester ma
100% upcycled exterior fabri

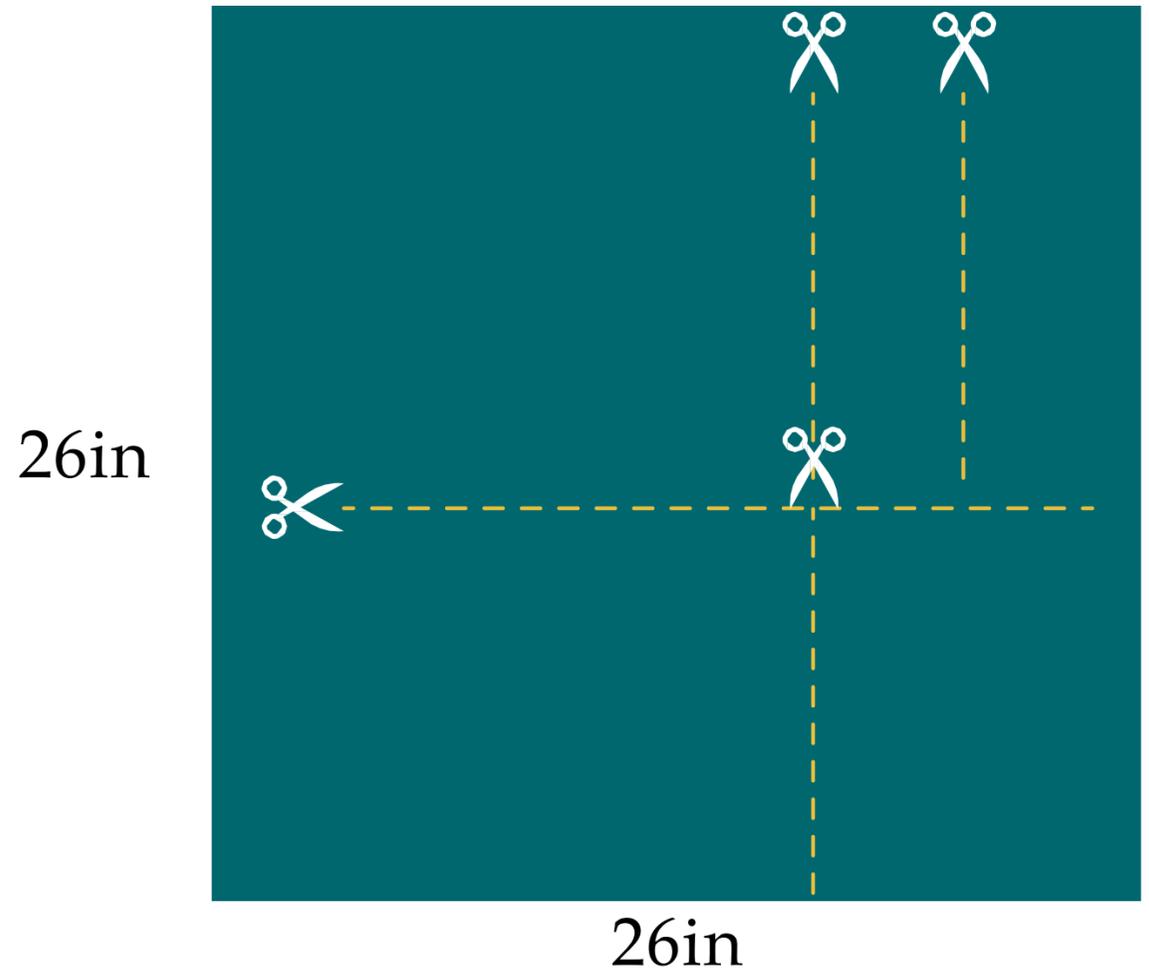
SIZES 19x19 21x21

Custom sizes and rush production (2 weeks or less) are available for
Minimum order quantity is 10 units total (can be a combination of a



Zero Waste Pattern: Bags

1 fabric sample = 2 unique bags



Specialized cutting technique and patterning results in no scraps



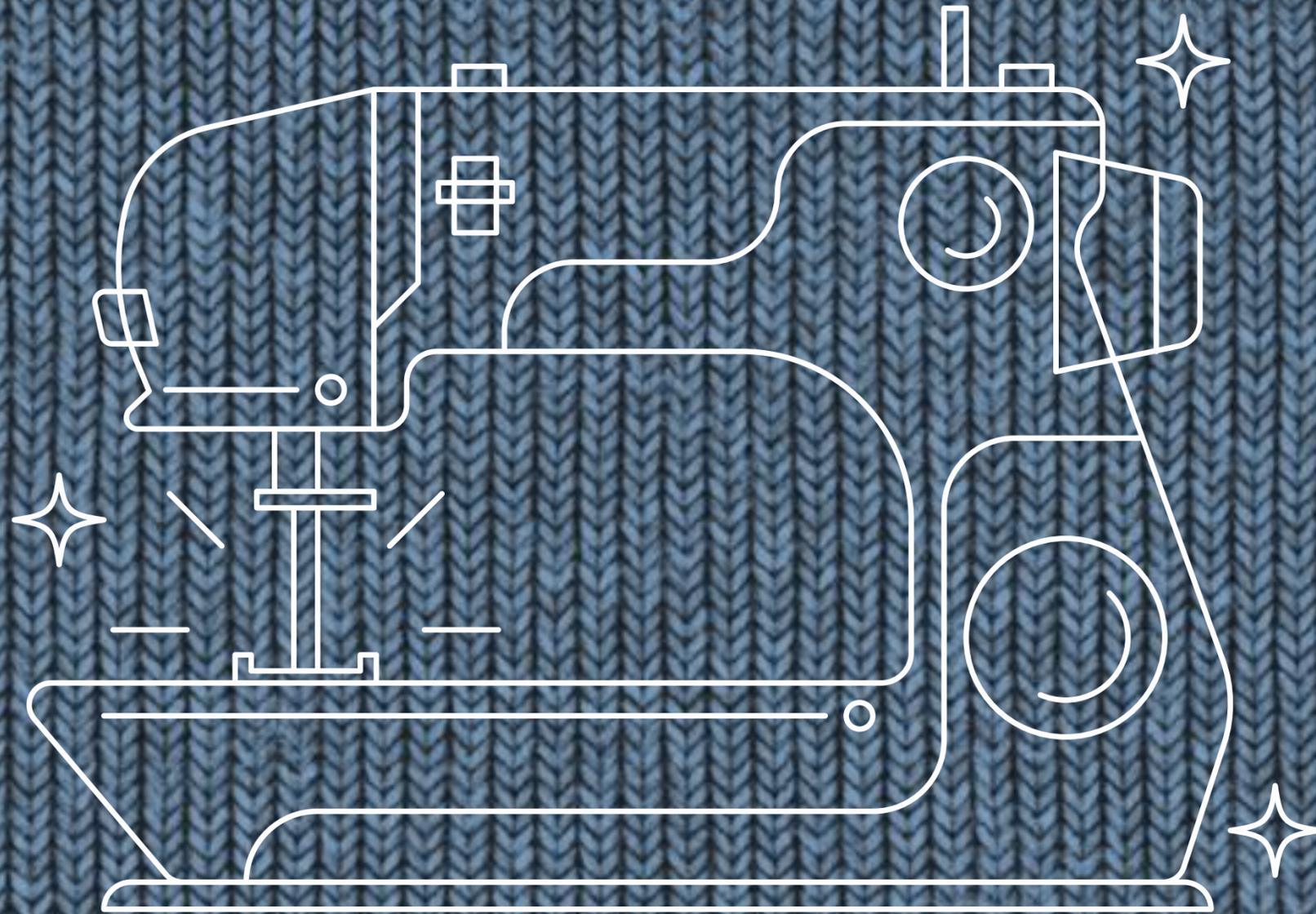
Bags made from **100% diverted materials:** textile samples, vintage thread, and straps.

Interior and exterior fabrics are strategically paired to avoid synthetic interfacing

Unraveling the Textile Industry

for a regenerative Washington

Audience Q&As



FOUR-PART
WEBINAR SERIES



Bio Break

5 Minutes

Part I.
Perceived Opportunities
and Successes

Part II.
Challenges

Part III.
Breakout Rooms

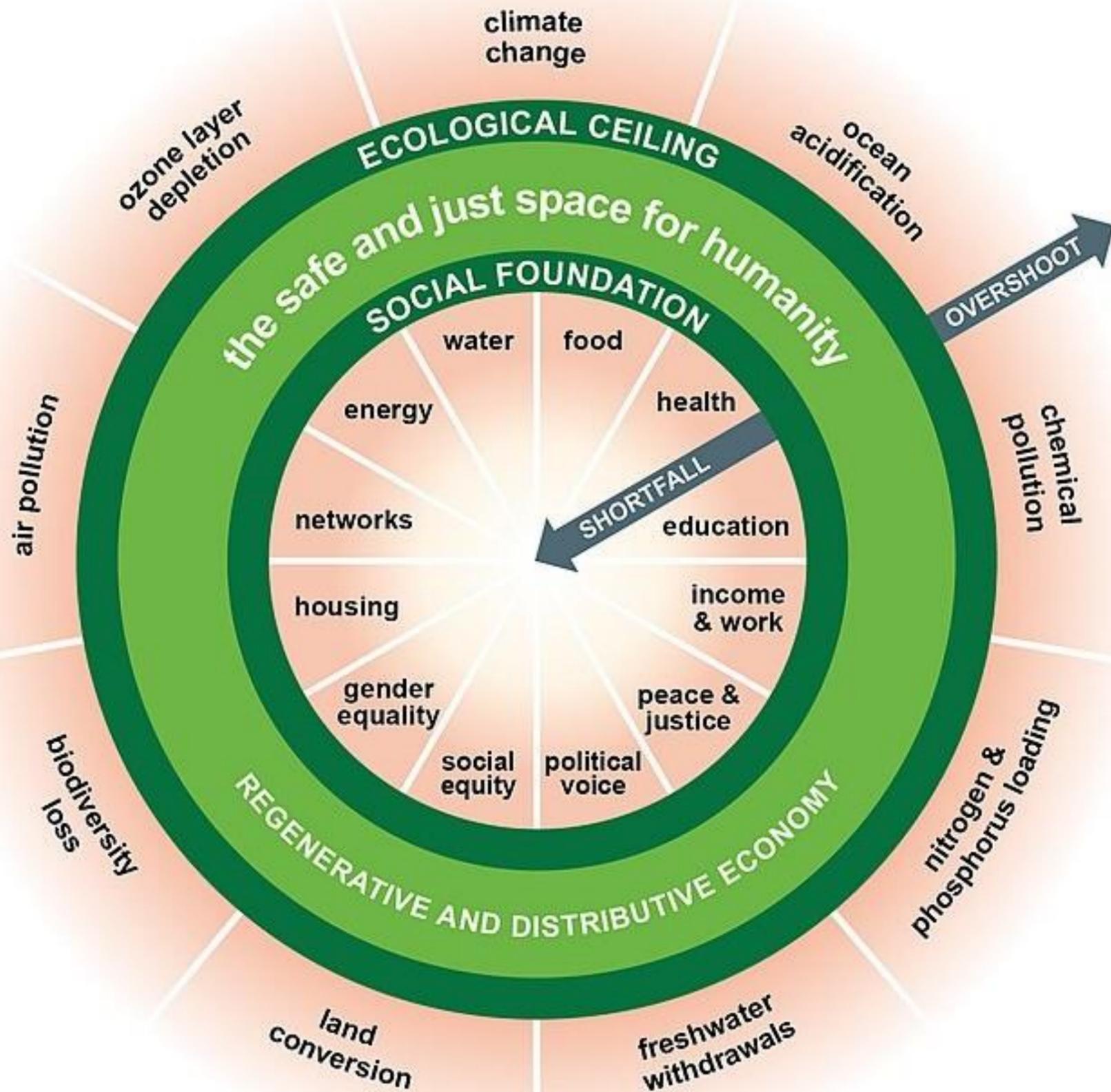
Part II. Challenges



Ripping the Stitch: Business Transformation

A Circular business journey





The Economy
of the Future
...is delicious

THE WORLD WILL BE FOREVER

ALTERED BY THIS GLOBAL PANDEMIC.

How this time of global introspection changes the world is still to be determined. There is an opportunity and a responsibility to reflect on the choices we can make. What parts of our economic systems, what behaviors and business practices do we want to hold on to and where do we use this disruption to let go of that which no longer serves us?

As uninvited and unexpected as this disruption was, this is our moment to lead. The choice that we all have to make now is how we show up to the challenge.

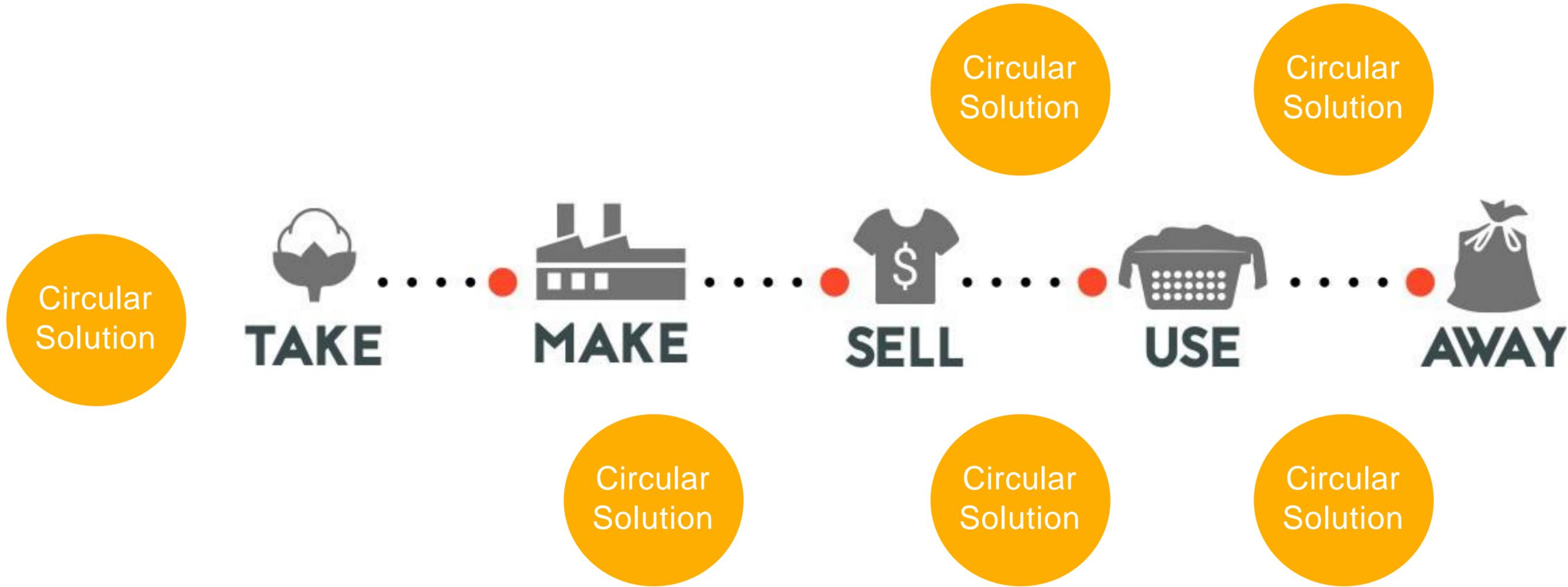


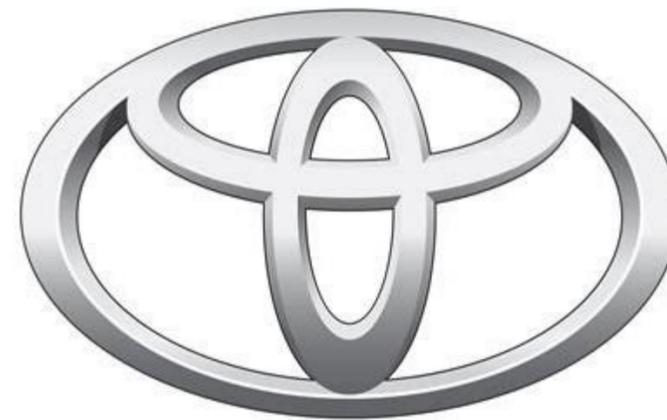
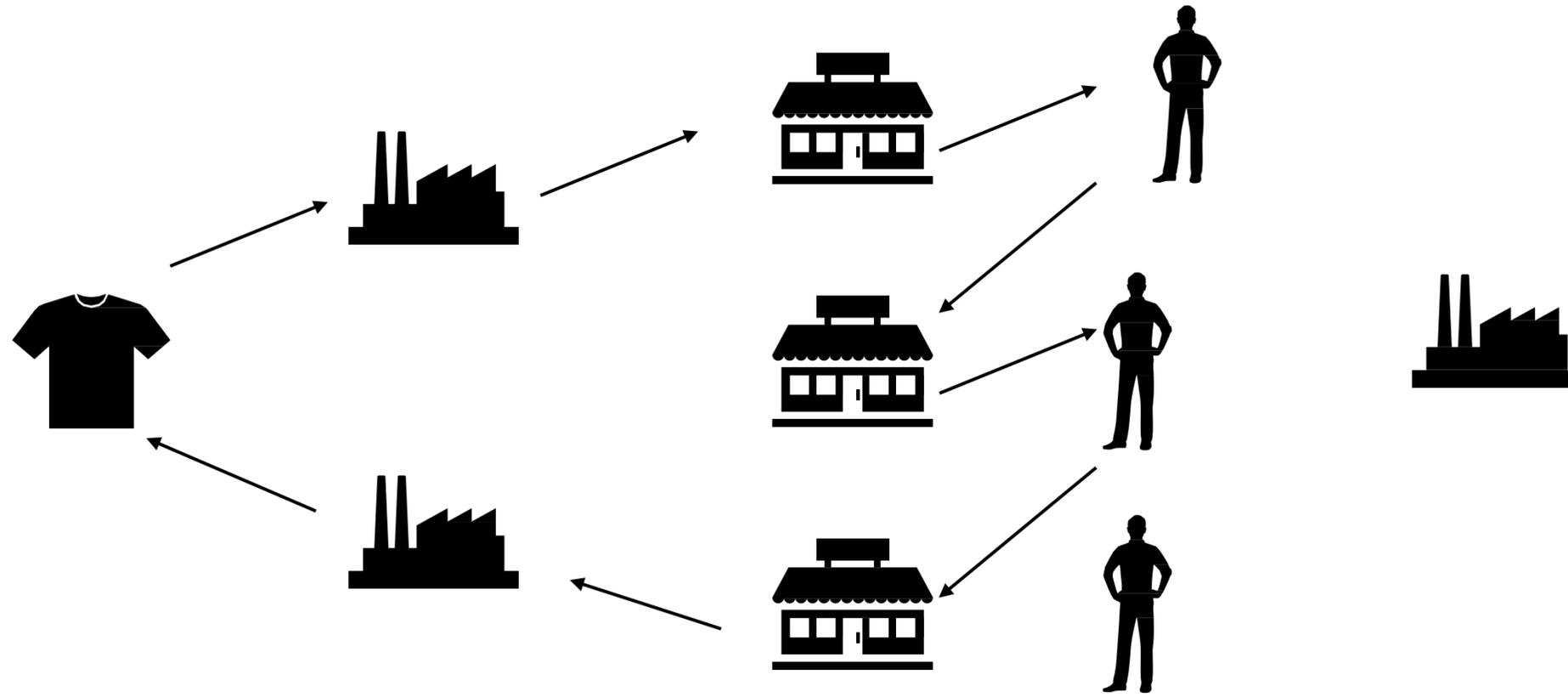
It's going to accelerate the fashion industry's engagement with digital technology, and its desire to rethink the fashion calendar, but it will also accelerate the approach to sustainability and building responsible businesses.

That means using supply chains that are creating clothing in a circular way and take into account the impact on the planet and the people who make our clothes.



The Current Approach





TOYOTA

CLOSING

SCALING IS POSSIBLE WITH AN ECOSYSTEM APPROACH
- DESIGN THE PRODUCT AND THE SYSTEM FOR EFFICIENCY

CUSTOMER BEHAVIOR NEEDS TO BE BUILT

CIRCULAR IS ABOUT RESILIANCY AND RISK

MITIGATION SHIFT IN ECONOMICS WITHIN

PLANETARY BOUNDARIES

THANK YOU



CHALLENGES AND WOES OVERLOOKED TRADITIONAL AND INDIGENOUS KNOWLEDGE



LOCAL ADVOCACY & STATE POLICY

MARKET DEVELOPMENT FOR RECYCLED FIBERS

PUBLIC AWARENESS EDUCATION

STATEWIDE INFRASTRUCTURE





Barriers and Opportunities

Lisa Hilbert

Founder

lisa@redesign-collective.com

[@redesign_collective](#)

Preconsumer Textiles

unused clothing, fabric rolls, remnants, samples

- Preconsumer
- Postconsumer



Globally, preconsumer textile waste is estimated to be **41 times the volume** of postconsumer textile waste



REDESIGN COLLECTIVE

PRECONSUMER UPCYCLING ACTIVITIES

Textile Collection

Transportation

Sorting

Inventory

Design

Cutting

Sewing

Selling

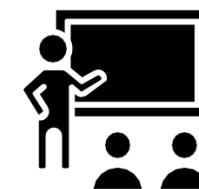
Products

Selling

Services

Selling

Knowledge



business models

for the domestic upcycling of preconsumer textiles

Closed Loop Upcycling

Business reclaims the value of its own waste. Upcycling firm contracted or in-house program is designed

Open Loop Upcycling

Make & Sell product

Divert Textiles Services

Fabric Collection & Resale

Postindustrial Fibers

Services

REDESIGN COLLECTIVE

upcycling knowledge base

Property
Management

Commercial
Interior
Design

Design &
Sewing

ESG Green
Purchasing &
Certification

Waste &
Recycling
Systems

Textile
Industry

Fashion

Product
Based
Business

Domestic
Manufacturing

Identify recurring textile waste stream

Expand endmarkets

Evaluate reuse potential vs cost

Contribute to innovation work

Develop systems, equip facility

Design grant projects w/partners

Write scope of work proposal

Generate orders or referrals

Meetings with decision makers

Network, dev partnerships

Onsite Collection Service

Share success-social media

Transportation to facility

Inventory management

Weighing, Sorting, Storage

Calculate impact data

Organize non-product grades

Product Sales

**REDESIGN
COLLECTIVE**
Textile Upcycling
Workload

Pattern, Prototype, Tech Pack

\$ for Marketing visibility

Interview sewist or factory

Photograph, Write Listing

Agree on price, contract, \$ deposit

Invest in website, sales platforms

Get product samples, pitch to buyer

Inventory management

Manufacture in house or at factory

Secure preorders or pay \$ for inventory

Prep bundles of pattern pieces

Fabric-Driven Preproduction Work

Production Priorities



- ✓ *Few cuts*
- ✓ *1 piece of fabric*
- ✓ *Efficient sewing*
- ✓ *High sale price*

End Markets

What people want to buy, and their spending tolerance based on a product's perceived value 



Product sales margins cannot support the workload

Stable recurring funding sources are needed to develop these new industries and make domestic remanufacturing competitive



Green
Purchasing



Reshoring
U.S.
Production



EPR
Industrial
Symbiosis



Identify recurring textile waste stream

Expand endmarkets

Evaluate reuse potential vs cost

Develop systems, equip facility

Write scope of work proposal

Meetings with decision makers

Onsite Collection Service

Transportation to facility

Weighing, Sorting, Storage

Organize non-product grades

Pattern, Prototype, Tech Pack

Interview sewist or factory

Agree on price, contract, \$ deposit

Get product samples, pitch to buyer

Secure preorders or pay \$ for inventory

Fabric-Driven Preproduction Work

Contribute to innovation work

Design grant projects w/partners

Generate orders or referrals

Network, dev partnerships

Share success-social media

Calculate impact data

Single Sales/fulfill order

\$ for Marketing visibility

Photograph, Write Listing

Invest in website, sales platforms

Inventory management

Manufacture

Cut pattern bundles



REDESIGN COLLECTIVE

Sewing variables are too hard to control
Sewing factories only cut fabric rolls

Deconstruction & Cutting

- Takes as much or more time as sewing
- Less investment in tools, easy to transport
- Pattern piece bundles ready for production at local factories could meet minimums and improve margins

Opportunities for Sewing Errors:

Needle selection, Stitch length

Stitch width selection

Thread Tension, Weight of thread

Thread color and fiber

Top side of stitching, winding

Bottom side of stitching, bobbin

Foot choice, screw tightness

Machine maintenance

Forgetting to backstitch

Incorrect corner technique

REDESIGN COLLECTIVE

2025–2026 Plans

REFABRICA

- preproduction skill focused remanufacturing pilot designed for upcycling microenterprises to increase production volumes and scale
- Forming EPR coalition for entities that *domestically reuse* textiles to ensure representation in policy discussions

Connect

Lisa Hilbert

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Instagram @redesign_collective

Join free Redesign Collective

Community Substack

<https://redesigncollective.substack.com/>



Nina Olivier

**Circular Economy Program Manager
King County**



Leslie Perkins

**Circular Economy Development Manager
Washington Department of Commerce**



Recycling Market Development Center

State agency partnership for collaboration to advance market development to prevent and reduce waste
(RCW 70A.240.030)

- Statewide recycling studies
- NextCycle WA accelerator
- Diverse Advisory Board
- Focused pilot projects
- Waste stream market research
- Business & technical resources



Recycling Market
DEVELOPMENT CENTER



Business Assistance & Funding Resources

Across Washington:

- Associate Development Organizations (ADO)
- Washington Microenterprise Association
- Impact NW
- U.S. Small Business Administration

State Government:

- Office of Regulatory and Innovation Assistance (ORIA)
- Small Business Liaison Team
- Fund Hub
- Department of Revenue

**highlighted examples/links, not an all-inclusive list*



Strengthening communities and growing our economy



Washington State
Department of
Commerce

Office of Economic Development and Competitiveness (OEDC):

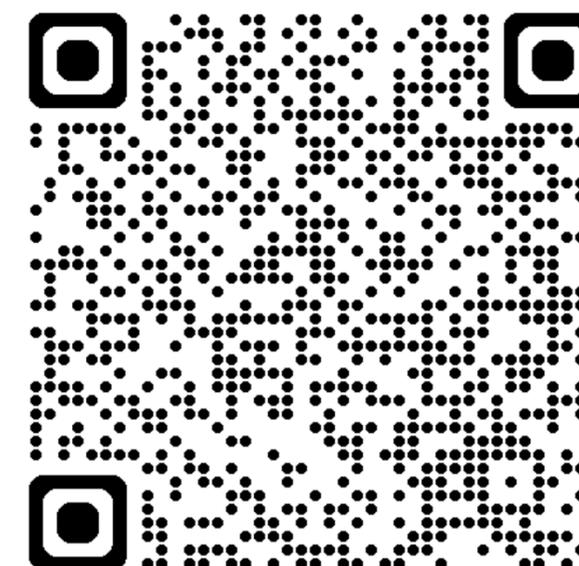
- Small Business Resiliency Network
- Tariff Resource Guide
- Property Site Selector Tools
- Small Business Flex Fund
- Small Business Export Assistance
- StartUp Washington
- Recycling Market Development Center
- Industrial Symbiosis Grant Program



Industrial Symbiosis Grant Program



- **Supports innovative opportunities** to recycle industrial waste for beneficial use and new resources (RCW 43.31.635)
- Since 2021, **over \$5 million invested** into 27 innovative projects located in 14 counties - to grow the circular economy across the state!
- Next application opportunity for grant funding **anticipated for mid-2025**



The Re+ Grant programs deliver on Re+ by supporting innovations that help meet our zero waste of resources goal – and co-deliver climate and equity objectives.





King County Re+ Circular Economy Grants

Funds projects that create a more circular economy where waste is minimized, materials are kept in use longer, and natural systems are regenerated.

Cycle 2 (2024-2025) Grant Program Statistics:

- 14 Projects Funded for \$2.2 Million
- 84% of Funds for Prevention and Reuse
- 67% of Funds Awarded to Non-Profits
- 900+ Reported Tons of Diversion; Greater Long-Term Potential
- 50% of Projects Have a Strong Equity Focus



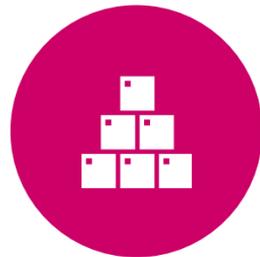
King County Re+ Circular Economy City Grants

Supports new efforts that further Re+ goals and encourage regional collaboration.

Cycle 1 (2023-2024) Grant Program Statistics:



**DEVELOPED WITH INPUT FROM CITIES
& RE+ COMMUNITY PANEL**



**PRIORITY MATERIALS:
PAPER, PLASTICS, AND
ORGANICS**



**FOCUS AREAS: PREVENTION
& REUSE, RECYCLING, ESJ**



**RECEIVED 5 APPLICATIONS
TOTALING \$450K**



12 CITIES REPRESENTED!

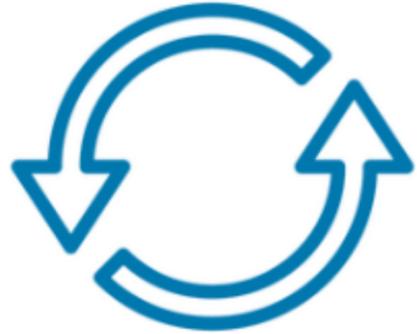


**PROPOSALS EVALUATED BY
COMMUNITY AND SWD REPS**



Develop and coordinate a program to support businesses, community-based organizations, and individuals working to expand the circular economy in Washington State.

- Zero Waste / Circular Economy
- Just Transition for Equitable Futures
- Climate Action



Circular Accelerator: Six-month program designed to support and advance promising circular businesses and projects

- Workshops, business & technical assistance, pitch development, matchmaking, funding pathways
- Pitch Showcase Event for Cohort 3: May 19th, 2025



Renew Seed (Launching 2025): Mini-grants up to \$10,000 for early-stage projects for businesses (start-ups, small and large), community-based organizations, tribal governments, and research institutions.

- Access to mentors, consultants, and networking to support project execution and growth planning



Grants and Funding

Get funding for your project, business, or organization. Find grants for services like arts, recreation, and youth programs.



Current & Upcoming Grants

Environmental Justice Fund

Improve environmental conditions and respond to impacts of climate change.

Apply by Sep. 8, 2025

Artists at the Center Grant

Equitably represented Seattle Center campus artists offer music, dance, theater, and more.

Apply by Jun. 17, 2025

Cultural Facilities Fund

Provides access for those who have been inequitably excluded from owning or leasing property.

Apply by Jul. 9, 2025

Neighborhood Matching Fund

Develop and implement neighborhood projects with matching contributions from the community.

applyby Sep. 8, 2025

All Programs and Services

Filter by entering a keyword



Skip to: [Arts and Culture](#) [Business and Labor](#) [Equity](#) [Housing](#) [Your Neighborhood](#) [Youth](#) [Related Opportunities](#)



Seattle Environmental Justice Fund

The Environmental Justice Fund invests in diverse community efforts addressing climate change and advancing environmental justice, including arts and storytelling, community education, capacity building, climate preparedness, programming related to green jobs*, and community planning and visioning.

Eligible projects/programs must:

- Focus on advancing climate and/or environmental justice;
- Be led by or in partnership with those most affected by environmental and climate inequities (as defined above);
- Benefit people who live, learn, work, worship, and play in Seattle;
- Occur within Seattle city limits

Applications Due June 3rd, 2025

2025 Guidelines

Waste-Free Communities Grant: TEXTILES



Seattle
Public
Utilities



The 2025 Waste-Free Communities Grant focuses on textile waste prevention projects that provide job training and employment opportunities for refugee and immigrant women.

Applications Due May 13th, 2025

Please Contact For More Details

Nina Olivier

Circular Economy Program Manager, King County Solid Waste Division

▶ **email: nolivier@kingcounty.gov**

Leslie Perkins

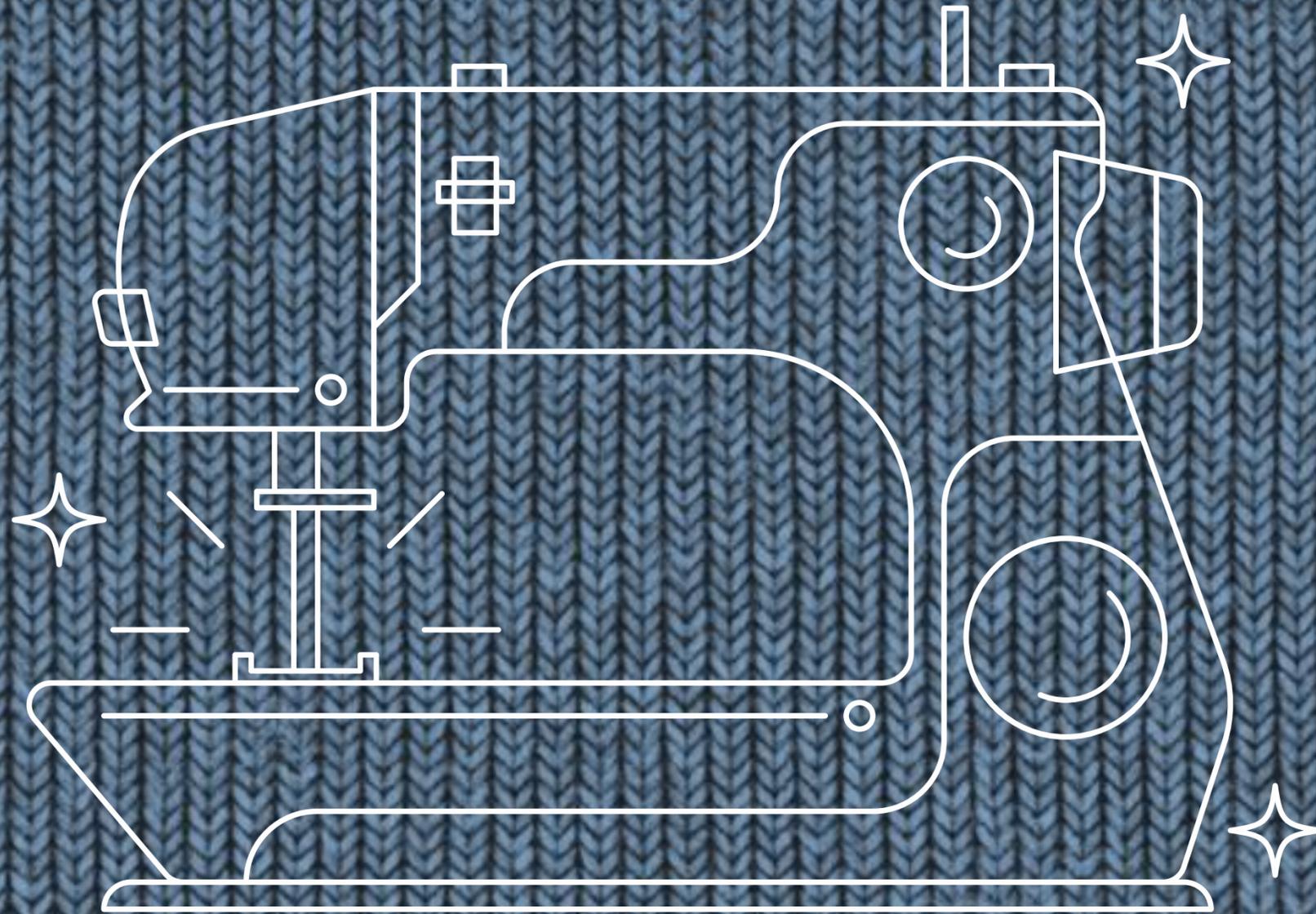
Circular Economy Development Manager, OEDC, Dept. of Commerce

▶ **email: lperkins@commerce.wa.gov**

Unraveling the Textile Industry

for a regenerative Washington

Audience Q&As



FOUR-PART
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Challenges

Part III.
Breakout Rooms

Part III. Breakout Rooms





Small Breakout Groups (15 min)

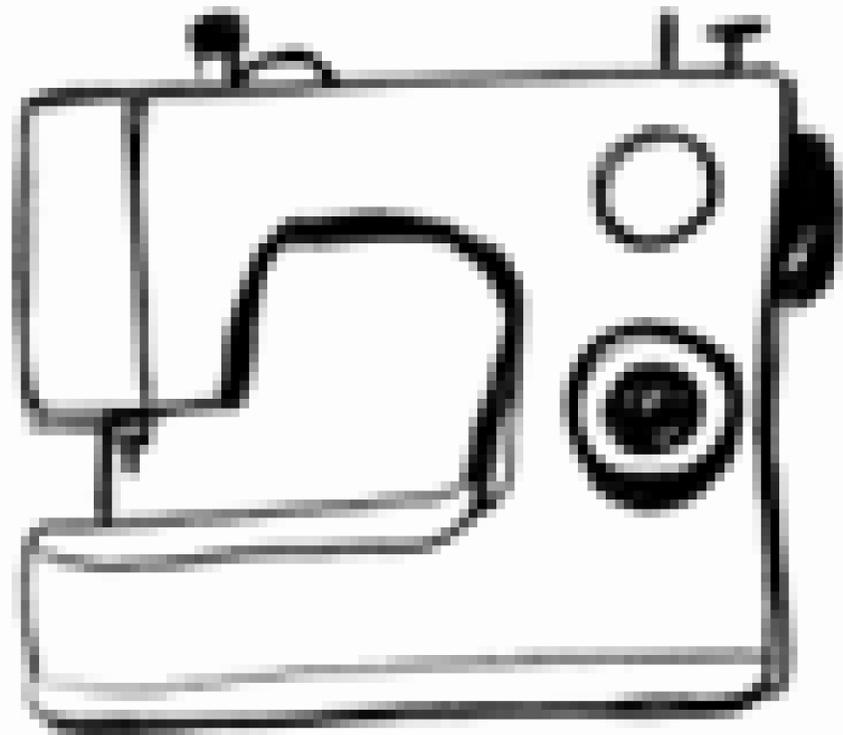
1. Lightning round of introductions- Each person in breakout groups quickly introduce their name and affiliation
 2. Reflect on Question: *What could be a meaningful first step your organization could take to move to a circular business models? What support would you need?*
-

Share out



Takeaways





Thank you!

Unraveling the Textile Industry

for a regenerative Washington

Survey
RMDC QR Code
Next Webinar



FOUR-PART
WEBINAR SERIES