

FM Furniture Outcomes Clause

Most FM contracts are silent on furniture outcomes. They cover waste, recycling, and disposal but do not specify what happens to furniture during a clearance, how that outcome is measured, or what evidence the client receives. **This clause and checklist close that gap.**

THE FOUR-PART FURNITURE OUTCOMES CLAUSE

1 Scope

Covers all items removed from client premises during clearance, fit-out, or routine replacement, regardless of condition. Furniture is defined as a separate category from general waste.

2 Hierarchy of outcomes

Reuse and resale first. Refurbishment second. Donation to verified community organisations third. Responsible recycling only as a last resort. The hierarchy must be stated explicitly — a zero-landfill target alone is not sufficient.

3 Measurement and reporting

Client receives a post-clearance report for every project: items by category, outcome by category, recipient organisations for donations, weight diverted from landfill, and carbon avoided through reuse and refurbishment.

4 Verification

Outcomes are verified by a named circular furniture partner. Documentation is available on request. The clause names the partner — unnamed subcontractors cannot be held to circular outcomes.

CONTRACT AUDIT — FIVE QUESTIONS TO ASK NOW

Does the contract define furniture as a separate waste stream?

If no: Furniture outcomes are invisible in reporting. They cannot be measured or evidenced.

Does the contract specify a circular hierarchy, or just a zero-landfill target?

If target only: Recycling counts as circular. That is not the same thing and will not satisfy client ESG teams.

Does the contract require a post-clearance report for furniture?

If no: The client has no evidence for their ESG report and neither do you for your KPIs.

Does the contract name a verified circular furniture partner?

If no: Disposal defaults to subcontractor discretion. Circular outcomes cannot be guaranteed.

Are furniture outcomes included in sustainability KPIs?

If no: Sustainability is being measured with a gap. Clients commissioning ESG reporting will find it.

THE COMMERCIAL CASE FOR ACTING NOW

Circular furniture outcomes are appearing in public sector and corporate FM tenders. **The providers who have the clause language, the reporting infrastructure, and the verified supply chain will be in a different position at tender than those who do not.** Most competitors have not thought about this yet.