

Art  
Salvage

Spokane

# 2020 Annual Report



creative • resourceful • scrappy • resilient  
[artsalvagespokane.com](http://artsalvagespokane.com)

## Art Salvage kicked off 2020 with more programs planned than ever before, including:

- **Make & Take Workshops**  
*Circular Weaving*  
*Upcycled Victory Medals*
- **Family-friendly Classes**  
*Be Mine: Fiber Wrapping*  
*Sock Puppet Heroes*
- **Crafternoon events at Wishing Tree Books**
- **Artist Trading Card swaps at the store monthly**



## As the new decade began, we were eagerly approaching our second anniversary

The Spokane area was continuing to discover and delight in our mission of conservation through creative reuse. That energy encouraged us to expand into adjacent building space when a neighbor business moved out. Our footprint increased from 2,332 to



3,088 square feet, providing more staff and volunteer space for sorting and administrative duties. *Watch out, World — our big dreams are coming into focus!*

## But COVID shifted our plans and goals

Tenacious leadership and creativity comes in handy during challenging times, and our Executive Director was nimble and effective as Art Salvage quickly:

- Pivoted to virtual events
- Produced facemask kits
- Built an online store
- Established and promoted curbside pickup
- Set up a system for private shopping appointments
- Reopened for in-person shopping in July
- Leveraged social media to showcase available items and to host “Makers Challenges”
- Established COVID policies for safely operating during months of limited capacity



Thanks to support from Greater Spokane Inc. and Spokane County, we also participated in three PPE distributions and were the recipients of a \$10,000 “Open Together” relief grant.

Google review from local guide Joshua F:

*“This is a small awesome place bursting at the seams with all kinds of rad art supplies. . . . You never know what you’re going to find, but I promise it will be something awesome. This place is full of inspiration!”*

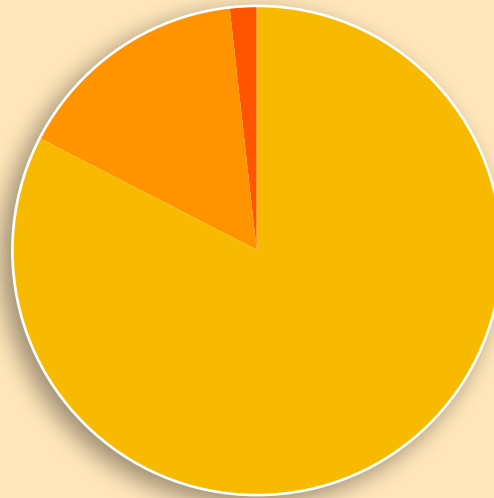
## Net Operating Income: \$18,921.97

### Income: \$63,958.26

Sales & Services:  
\$52,700.39

Grants:  
\$10,000.00

Donations & Memberships:  
\$1,131.99



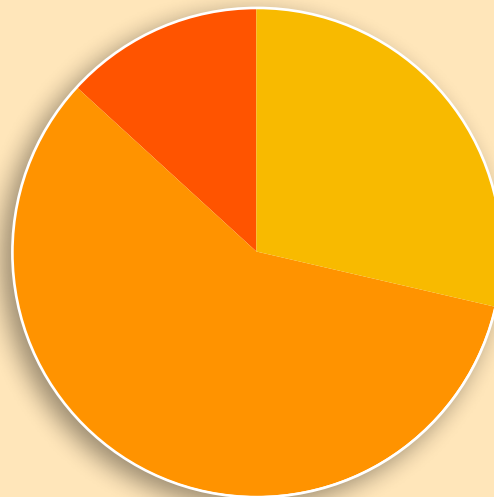
- 82% — Sales & Services
- 16% — Grants
- 2% — Donations & Memberships
- < .2% — \*Other (\$125.88)

### Expenses: \$45,036.29

Payroll:  
\$26,196.71

Rent, Utilities, Insurance:  
\$12,890.00

Operations & Programming:  
\$5,949.58



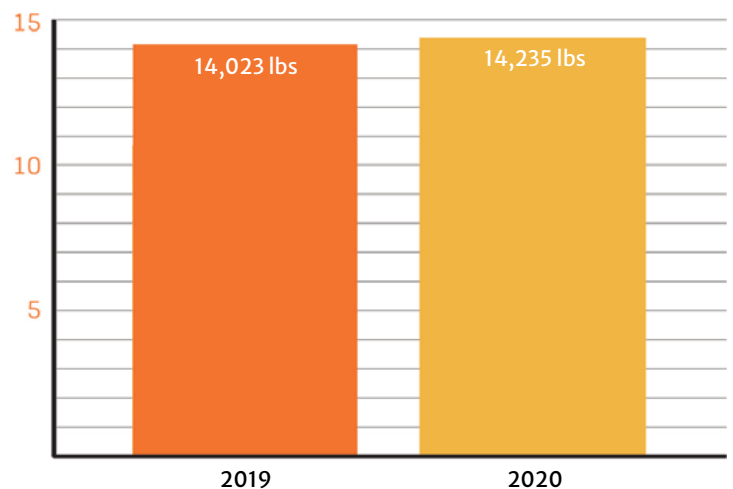
- 29% — Rent, Utilities, Insurance
- 58% — Payroll
- 13% — Ops & Programming

## Donations by the Pound

*This chart represents our primary mission:*

Collecting and curating useable materials to keep them out of the waste stream — and then presenting them in an attractive and economically appealing way to inspire creative repurposing.

In spite of the lockdowns and capacity limitations of this pandemic year, we maintained our donation levels!



## Volunteers: the heart of Art Salvage



Our Volunteers share a belief in the power and fun of making things, a passion for sustainability, and a love for our community. In the midst of a challenging pandemic,

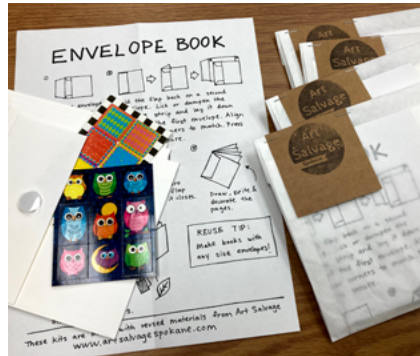
these dedicated and hardworking folks stepped up and made a real difference for our young organization, and in the locked-down lives of thousands.

**2,483** volunteer hours  
(up 25% from 2019)

## Free Outreach Kits for kids

The West Central Community Center, Transitions

Programs for Women and Children, and Catholic Charities all received Art Salvage Outreach Kits (*individually prepared and packaged by our volunteers, of course*). With schools closed, the kits were designed to give families an easy, creative activity to share—making “Envelope Books”!



Shoppers are back!

## Recognition from local business

We were delighted to be featured on a billboard as part of the clever and creative community promotion campaign by Spokane Teachers Credit Union!



## Our members continued their support

Our regular April Membership event (usually a combo celebration along with our Anniversary and Earth Day), became a virtual and by-mail drive. In spite of fewer member benefits (no in-person classes, etc.), our membership increased as we received great encouragement from both renewing and first-time members.



**82** total memberships  
(up 32% from 2019!)



More space, more treasures!