

2021 Annual Report

Art Salvage

Spokane



artsalvagespokane.com

Interior mural by Reinaldo Gil Zambrano: "Visions of Creative Reuse"

www.reinaldogilzambrano.com

Recovery, community, and growth were primary areas of focus for us in 2021.

The pandemic created a “rebuilding year” for many businesses and nonprofits, and Art Salvage was no exception. We took creative advantages as quickly as possible as our city reopened (while adapting to ever-changing covid guidelines and restrictions).

Key achievements include:

- Increased our hours—
and our sales

Pre-pandemic shop hours returned in April (Wed–Sat, 10am–4pm). By year’s end, we were open an hour later and added a fifth weekday (Tues–Sat, 10am–5pm).

Sales increased by 36% over 2020.

- Rebuilt our crew of volunteers

We resumed offering small-group orientations for new volunteers; all together, this crew gave 3,609 hours of their time over the year, up 32% from 2020.



- Nurtured communities to promote mutual support and sustainability

Memberships have provided a supportive community to Art Salvage since our early “crowd-funding” days in 2018. This year was the first to see our total membership count exceed those charter numbers.

To give back to our greater community, we established the *Art Salvage Mini Grant program*, awarding store vouchers to a different nonprofit each month. They then used their selected materials (up to a value of \$100) for environmental education, family art activities, and creative development of all kinds.

- Hired our first non-management employee

We added a “Reuse Specialist” to our team in September. Prior to that our only paid employee was Executive Director and Founder, Katie Patterson Larson. Taking the leap to invest in a staff member has truly helped fuel our growth for the future.



Chad is our first Reuse Specialist!



Reviews from local Google guides:

“The staff is super friendly, the prices are very low, and you never know what you’re gonna find!” — Cory W.

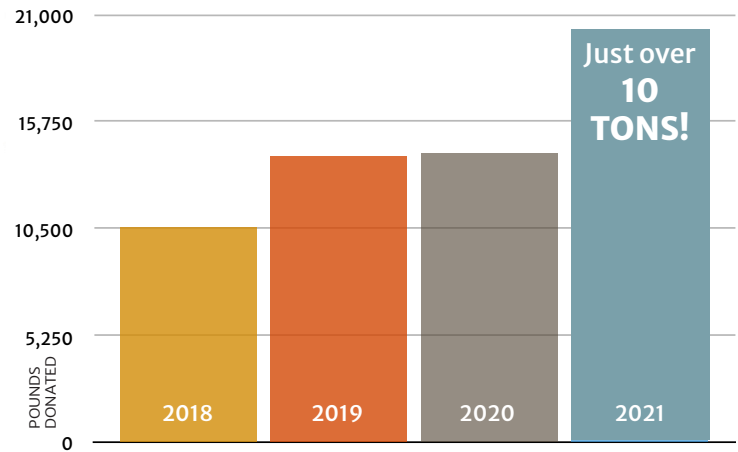
“... incredibly affordable and good quality items. Clearly, a lot of time and thought has gone into picking the best to put out. I could have walked around for hours finding cool little gems and inspiration.” — Sarah B.

Donations by the Pound

Growth in our primary mission:

Art Salvage promotes sustainability by accepting and curating art and maker materials — keeping them out of the waste stream — and then presenting them in an attractive and affordable way to inspire creative reuse.

Donations in 2019 and 2020 were fairly static due to the pandemic. But 2021 saw a doubling of donations since we opened the storefront of our reuse center in April 2018.



Net Income: \$39,103.55

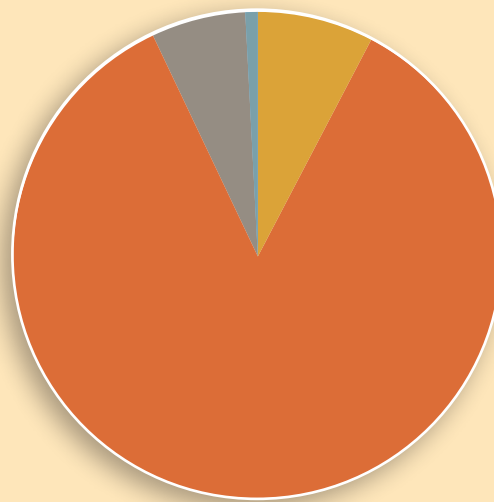
Revenue: \$97,771.60

Special Projects:
\$7,500.00

Sales & Services:
\$83,371.94

Donations & Memberships:
\$6,098.24

Other (<1%): \$801.42



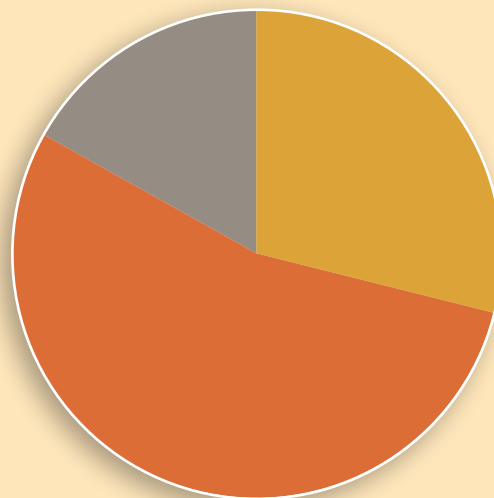
- 8% — Special Projects
- 85% — Sales & Services
- 6% — Donations & Memberships
- <1% — Other

Expenses: \$58,668.05

Rent, Utilities, Insurance:
\$16,960.00

Payroll:
\$31,788.94

Operations & Programming:
\$9,919.11



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

“Engagement” was another 2021 achievement.

Connecting with local businesses, families and other nonprofits furthered our mission of keeping useable maker materials out of the waste stream.

Special projects and events included:

Partnering with Spokane Arts, Spokane Public Schools–Virtual Learning Program, and Spokane Teachers Credit Union to produce “Creation Stations.”

Each box contained a variety of creative materials and tutorials for setting up an art space at home. Vol-

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It took a village to get 1,000 “Creation Stations” into the hands of local students!



Presenting our own events for the first time in over a year, with the return of our family-friendly *Make & Takes* — *three big summer hits!*

- “Junk Bots” in May
- “Scrap Birds” in June
- “Junk Drawer Mobiles” in July

Offering art activities and creative reuse info at events hosted by other organizations, including:

- Spokane Parks Planting with the Lands Council
- Executive Women International
- Wishing Tree Books
- Abbey Farmers Market
- Spokane Arts–Juneteenth & Fall Fest
- ZeroLandfill Spokane

Other notable engagement efforts for 2021 included:

- Our 2nd Annual Appreciation Party to celebrate the contributions of our crew of volunteers
- Attracting new talent to our Board, and
- Accepting a proclamation from the mayor in recognition of the importance of operations like Art Salvage during the holiday season’s “Small Business Saturdays.”

