



FBA NA

FURNITURE BANK
ASSOCIATION OF NORTH AMERICA

CONFERENCE 2014
TACOMA, WA

Sourcing Furniture

Facilitators:

Aliah Henry, Dallas, Texas

Dana Draper, United States

FURNITURE DEVELOPMENT

- **Residential**
- **Corporate / Hotels**
- **Furniture Manufacturers**
- **Furniture Stores – Local / Family Owned and National**

FURNITURE DEVELOPMENT

- **Who does the Board Know?**
- **Social Media / Cold Call**
- **Mail Brochures or Email Agency Introduction**
- **Guest Invitation or Honor at the Annual Fundraiser**

FURNITURE DEVELOPMENT

- **Furniture Donations (Bulk, Seasonal, Discontinued, Remodels)**
- **Vendor Assistance**
- **Marketing Support – Social Media, Website, Ads**
- **Local Television – PSA / Public Service Announcement**

FURNITURE DEVELOPMENT / BEST PRACTICE

In the store:

- Table Tent Signs
- Business size support cards (pictured)

On the Web and print:

- Inclusion on the Friday Sales Ad
- Employee Volunteers

Furniture Donations of Discontinued Items



FURNITURE DEVELOPMENT / BEST PRACTICE

- **All Staff trained to advocate for agency's mission**
- **Table Tent Signs**
- **Inclusion on website and store signage**
- **Pickups from customers**
- **Storage at the distribution center / Bulk pick ups every Wednesday**
- **Furniture Donations – 35 Bulk loads in 2013**

Saved the agency approximately \$25,000



FURNITURE DEVELOPMENT



THANKS!

Aliah M. Henry, CEO - Dallas Furniture Bank

ahenry@dallasfurniturebank.org

972-345-9144

IRN CHARITABLE REUSE

IRN matches surplus furniture & equipment with U.S. and international nonprofit organizations for disaster relief and economic development

HISTORY - WHAT TYPES OF SURPLUS?

- **Corporate, Government:** Private Office, Systems, Reception, Conference
- **Education:** Classroom, Administrative, Residential, Athletic, Science/Lab
- **Healthcare:** Patient Room, Exam Room, Administrative, Equipment, Supplies
- **Other:** Kitchen/Cafeteria, Library, Lab, Casework, Doors, Windows

HISTORY - FOR REAL?

- More than 1,600 Projects
- Over 400 Clients in 27 States
- More than 50 Million Pounds Diverted from Landfill
- Project Size: 4-5 Desks to 34-35 Tractor Trailers
- Surplus Sent to 51 Countries and 24 U.S. States

ORACLE®



SOURCING MATERIALS THAT FIT THE NEED

Pre Project

- Clear and accurate inventory
- Photo documentation
- GIK value assessment

Logistics

- Understanding the project site
- Understanding the recipients needs and requirements
- Setting up cost effective transportation

Follow up

- Reporting
- Certificates
- Data

WHAT'S NEXT?

Consider IRN a resource

Get needs in the pipeline

- <http://www.irnsurplus.com/consumers.html>
- IRN contact: Bill Yorkell, Charities Manager
603-496-2957 (direct),
byorkell@irnsurplus.com