

**FBA** NA

**FURNITURE BANK**  
ASSOCIATION OF NORTH AMERICA

**CONFERENCE 2014**  
TACOMA, WA

**Retail and  
Earned Income  
Opportunities**

**Tom Gaghan  
Cleveland**

# **CLEVELAND FURNITURE BANK**

**A MODEL FOR SELF SUFFICIENCY**



**Cleveland Furniture Bank  
Thrift Store**

NOW OPEN

NOW OPEN

# WHAT IS YOUR MISSION?

Can a thrift store fit in that mission?

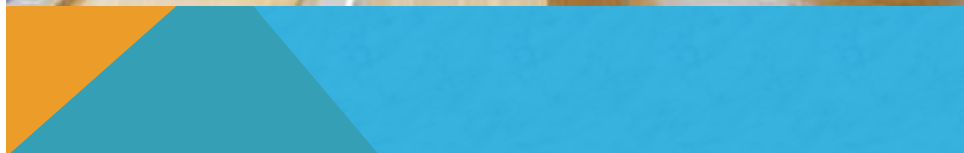
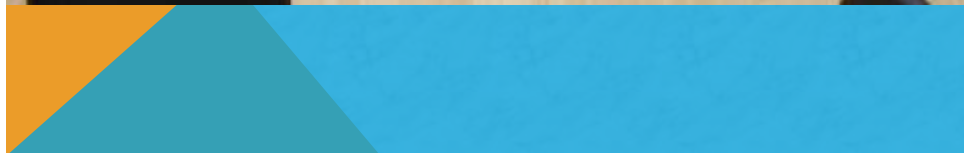
# THINGS TO CONSIDER

- Do you have enough staff
- Ability to maintain separation
- Location
- Size of facility
- Price per square foot
- Display racks and shelves
- Storage
- Sorting
- Hours of operation
- **Number of employees**

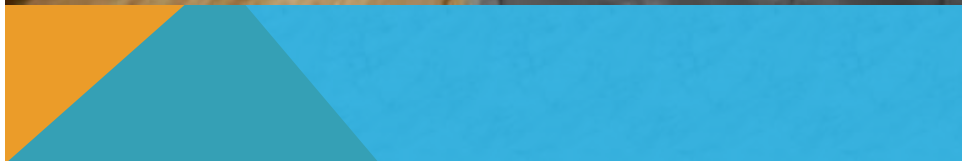




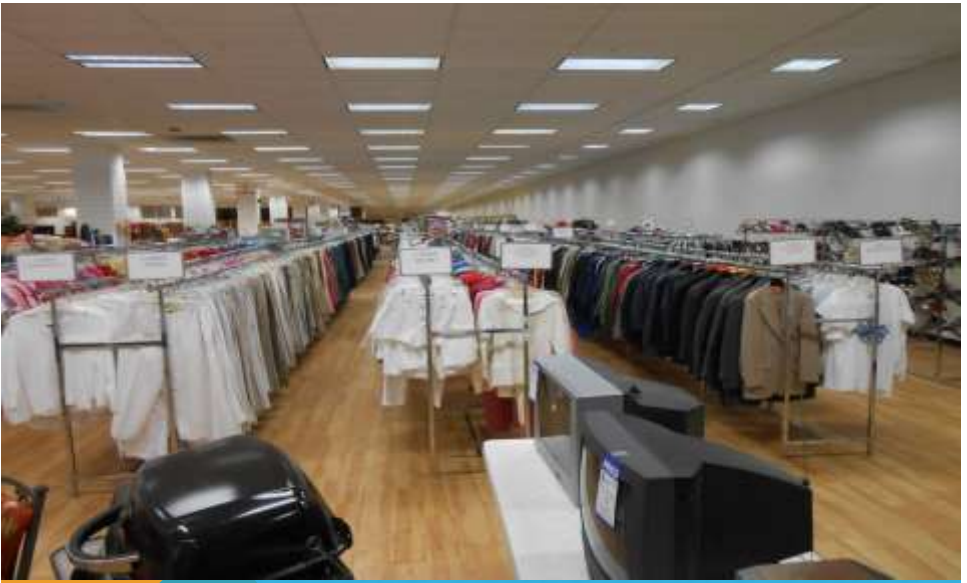




















# OTHER REVENUE OPPORTUNITIES

- FEES
- SELLING CLOTHES AS RAGS
- SELLING SHOES
- SELLING SCRAP METAL

# WHAT ELSE?

**Auctions**

**Online Sales/Ebay**

**Garage Sales Once a Quarter**

**Mattress Recycling**

**Fee Based Services**