



SMCo Thrift

**NATIONAL TRAINING
CONFERENCE**

spring 2021

Budgeting and Real Estate

 **PickUpMyDonation**

 **ThriftTrac**

 **OnTrac**

SMCo Thrift
Thrift Store Consultants

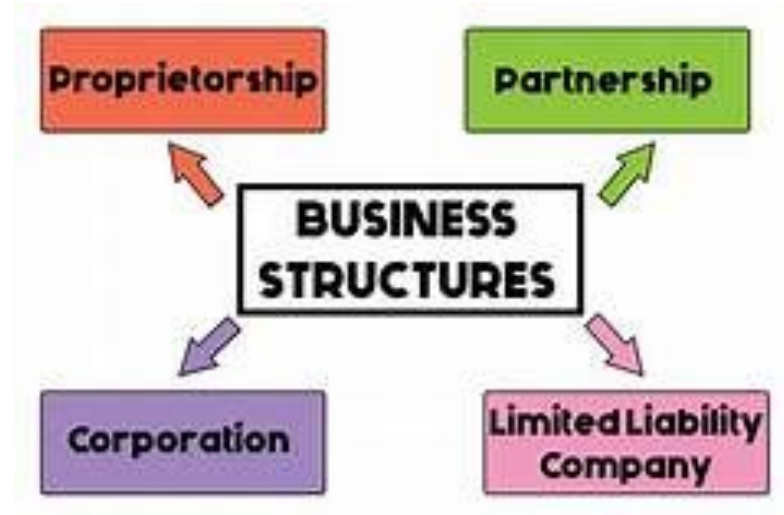
Planning

1. What is the goal of the starting / expanding your thrift store operation?
 - a. Extension of NP or Funding Source
 - b. Make sure everyone is on the same page.
 - i. Board
 - ii. Executive Director
 - iii. Store Staff



Structure

- 501 C-3
- For Profit
- Wholly owned business entity



Non-Profit/ Business Separation

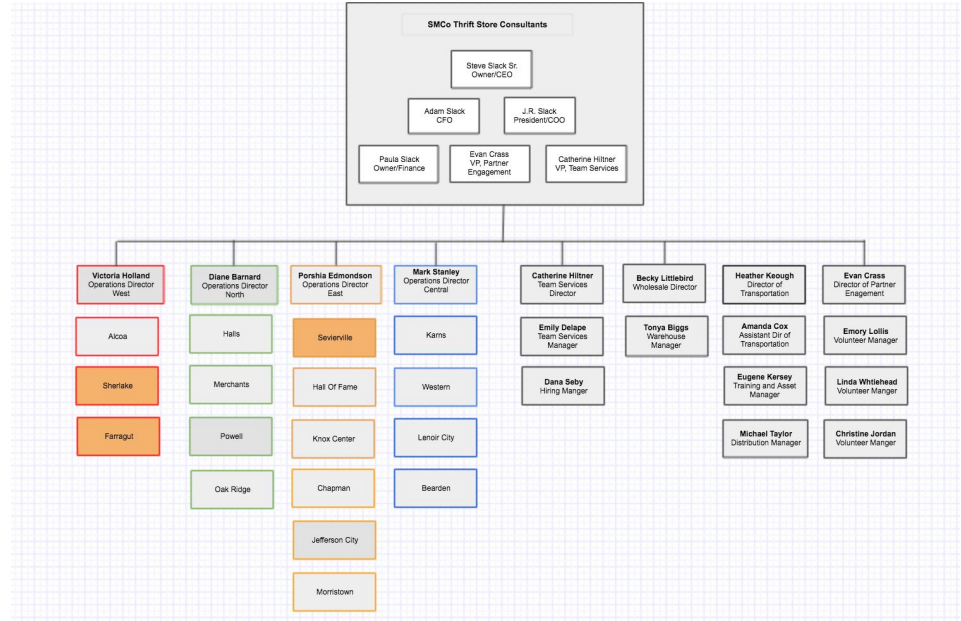
- Policy and Procedures
- Staffing
- Benefits

*Handbook



Organizational Structure

- Who's in charge (really?)
- Staffing
- Too Much Labor vs. Too Little



Budgeting

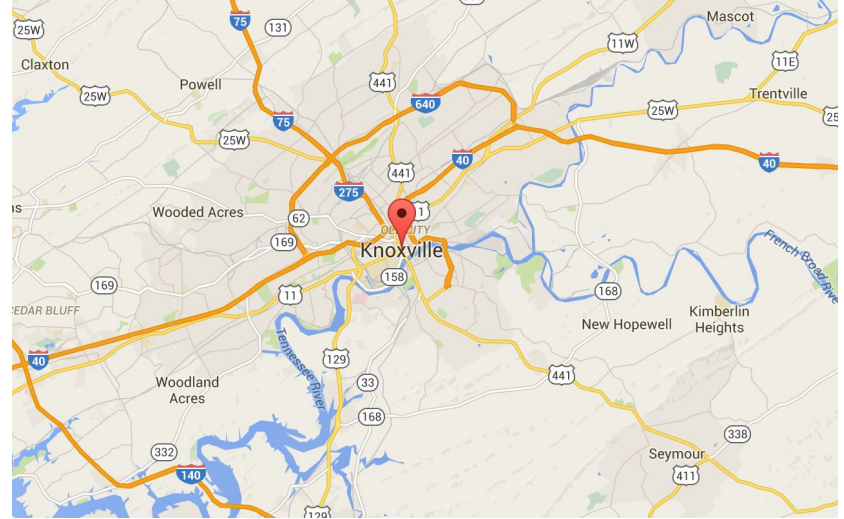
- Lease
 - 20%
- Labor
 - 17% Operations
 - 13% Processing
- Expenses
 - Trash
 - Benefits

* Sample Budget



Store Locations

- Donations vs. Shoppers
- Free Locations ??
- Access
- How Many





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Lease Negotiations

- Sales Kick Out
- HVAC
- NNN's
 - CAM
 - Taxes
 - Insurance
- Landlords work
 - "To Code"



Startup

- Costs (Worksheet)
- Build Out
 - Unexpected costs
- Signage
- Fixtures
- Labor to Process



Questions ?

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