

## Greater Barn Sale Report Annual Report, 1 July 2022 – 30 June 2023

We held two successful Barn Sales this past fiscal year, the first on Friday and Saturday November 18 & 19 and the second on Friday and Saturday April 28 & 29, both on the Lower Level of the Center. We netted approximately \$10K for the BRA from each; equally important, we contributed to an increasing sense of community through broad participation on the part of volunteer residents. While we didn't count for the first sale, we had 108 named volunteers – one quarter of the total number of residents living independently at Broadmead – who collectively made the second sale the success that it was. Thanks to all of you!

In the past, the Greater Barn Sale<sup>1</sup> has been the largest contributor of funds to the BRA. So, I would like to briefly outline how things have changed over the past half dozen years during the time Lucy Wright and I have been co-chairs. Pre-covid and pre-Master Plan, we held a *large* Barn Sale twice a year utilizing both the lower level and the auditorium of the Center. We advertised widely to the public. We would collect furniture over 6 months and store most of it in the Holly House. For a Barn Sale, we would hire movers at ~\$3,500 per Barn Sale to bring the furniture out of storage, and move all of the inventory to be offered for sale, as well as the heavy tables that were used to display that inventory. At that time, the Old & New Shop was located behind the mail boxes on the first floor of the Center. Under these circumstances, we netted \$48,000 and \$52,000 per year in FY2018 and 2019.

Then half way through FY 2020 we were shut down both by covid and the Master Plan after only one *large* Barn Sale; the Old & New Shop was closed for 2 years and two months while it was being relocated. In FY2020 we netted \$37,000, and in FY2021 only \$1,000. During the covid downtime, we used this as an opportunity to clean out and renovate our Workroom – new tile flooring, steel shelving, and standard plastic storage bins. This enabled us to utilize the Workroom as a retail outlet for smaller specialized Mini Sales.

The following year, FY2022, we netted \$19,000 from a Tent Week Sale, 4 monthly Mini Sales out of our Workroom, and the first two months of the Old & New Shop in its new location near the Lower Level entrance.

I am pleased to report that the Barn Sale now has recovered from the impact of covid and the Master Plan; and for the current fiscal year, 2023, the Barn Sale will contribute a net amount of \$52 K to the BRA. This is being done with our two post-covid, semi-annual *moderate* Barn Sales utilizing only the Lower Level of the Center and only word-of-mouth advertising. We are more selective in donations that we will accept. We have purchased light-weight tables and introduced standard-sized inventory boxes to make moving them easier. We sell furniture on the lower back hallway on a continuing basis

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<sup>1</sup> The Greater Barn Sale is comprised of two larger Barn Sales, one or more Mini Sales held in our Workroom, the Old & New Shop, and Sales by Appointment (mostly furniture that is sold from the back hall on a continuing basis).

as it is brought in. We no longer need to hire movers. And on top of this, we have had a very successful, first full year of operation of the Old & New Shop in its new, prime location just inside the entrance of the Lower Level.

In closing, we continue to seek your donations of gently used items every Thursday in the Barn Sale Workroom on the back hallway from 10 am until 12 noon and again from 2 until 4 pm. Remember, if we don't have donations, we won't have inventory to sell. And we continue to seek volunteers to work with us at all levels in the organization. What better way to serve our community, meet new friends, and have fun at the same time?

### **Fiscal Year<sup>2</sup> Net Income Comments**

<b>FY 2018</b>	<b>\$48,000</b>	Includes two <i>large</i> semi-annual Barn Sales.
<b>FY 2019</b>	<b>\$52,000</b>	Includes two <i>large</i> semi-annual Barn Sales.
<b>FY 2020</b>	<b>\$37,000</b>	Only one <i>large</i> semi-annual BS; Covid shut down the 2 <sup>nd</sup> ; Old & New Shop <sup>3</sup> closes 10 months into FY due to the combined effect of Master Plan renovation and covid.
<b>FY 2021</b>	<b>\$1,000</b>	Just about all were Sales by Appointment, mostly furniture; includes impact of ~\$10,000 to renovate the Workroom.
<b>FY 2022</b>	<b>\$19,000</b>	Tent Week Sale, 4 Monthly Sales out of Workroom, and the first 2 months of Old & New Shop in its new location.
<b>FY 2023</b>	<b>\$52,000</b>	Two <i>moderate</i> semi-annual Barn Sales, and a full year's operation of the Old & New Shop in its new location.

Submitted by Stan Wilson, 24 July 2023

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<sup>2</sup> FY 2018 = period from 1 Jul 2017 to 30 Jun 2018

<sup>3</sup> The Old & New Shop closed in its old location in March 2020 due to the renovation, and reopened in its new location in May 2022.