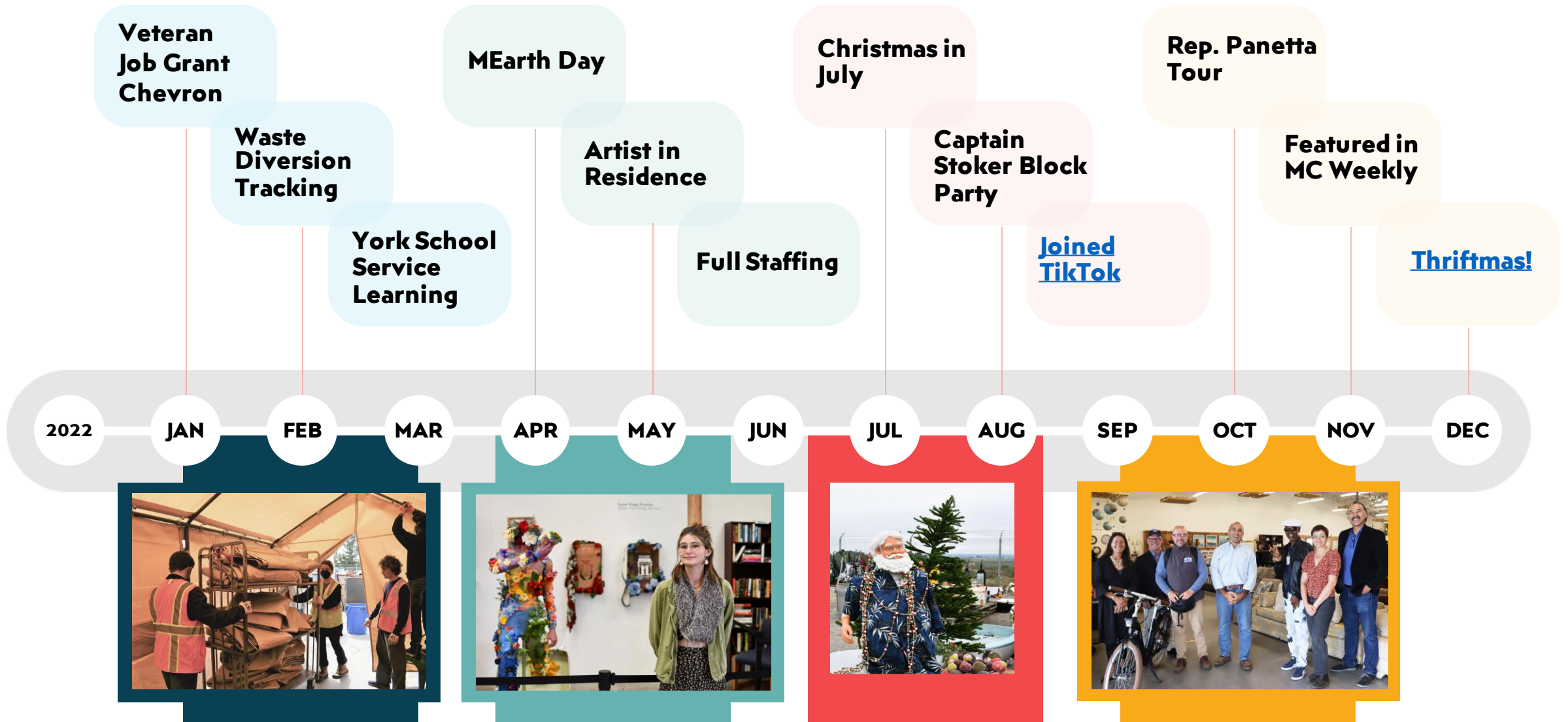


An abstract composition of 3D rectangular blocks in various colors including teal, red, orange, and pink. The blocks are arranged in a layered, overlapping fashion, creating a sense of depth and architectural structure. Some blocks are taller and more prominent, while others are smaller and tucked behind.

# **LAST CHANCE MERCANTILE**

calendar year-in-review 2022

# 2022 HIGHLIGHTS



# 2022 IN PICTURES

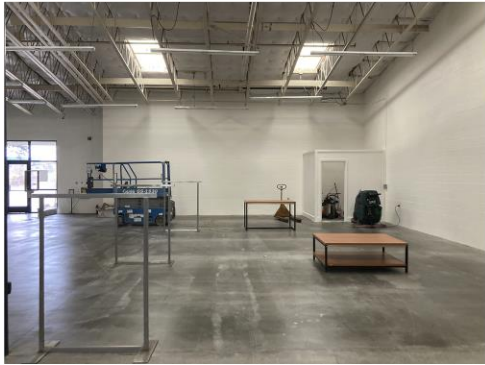
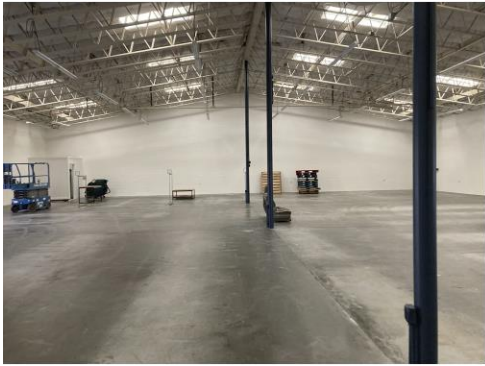
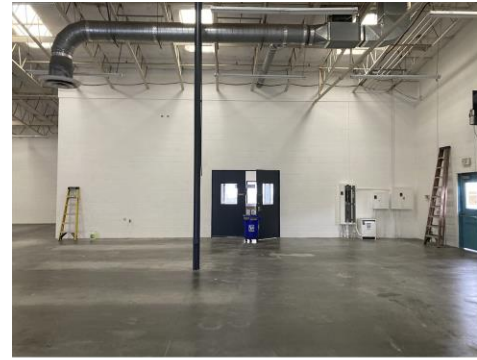


# BEFORE

# AFTER

# BEFORE

# AFTER



2/13/2023

LCM - 2022 Calendar Year Review

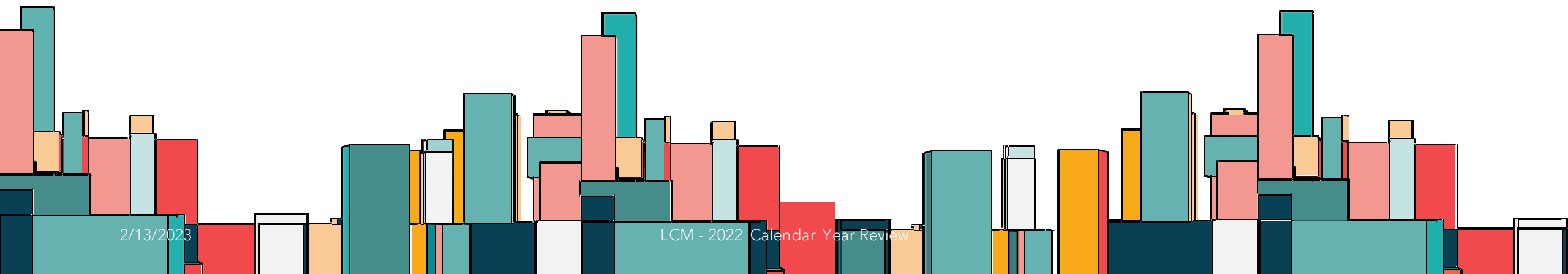
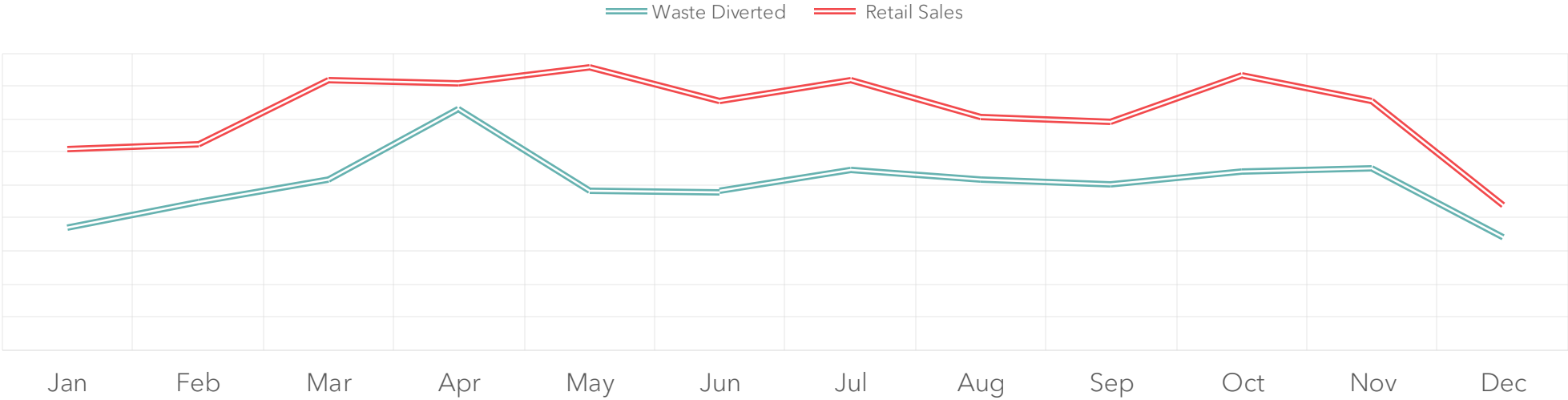
# 2022 WASTE DIVERSION

603,037 pounds

302 tons

133,015 items sold

### WASTE DIVERTED VS. RETAIL SALES



# WAREHOUSE SALES & DIVERSION

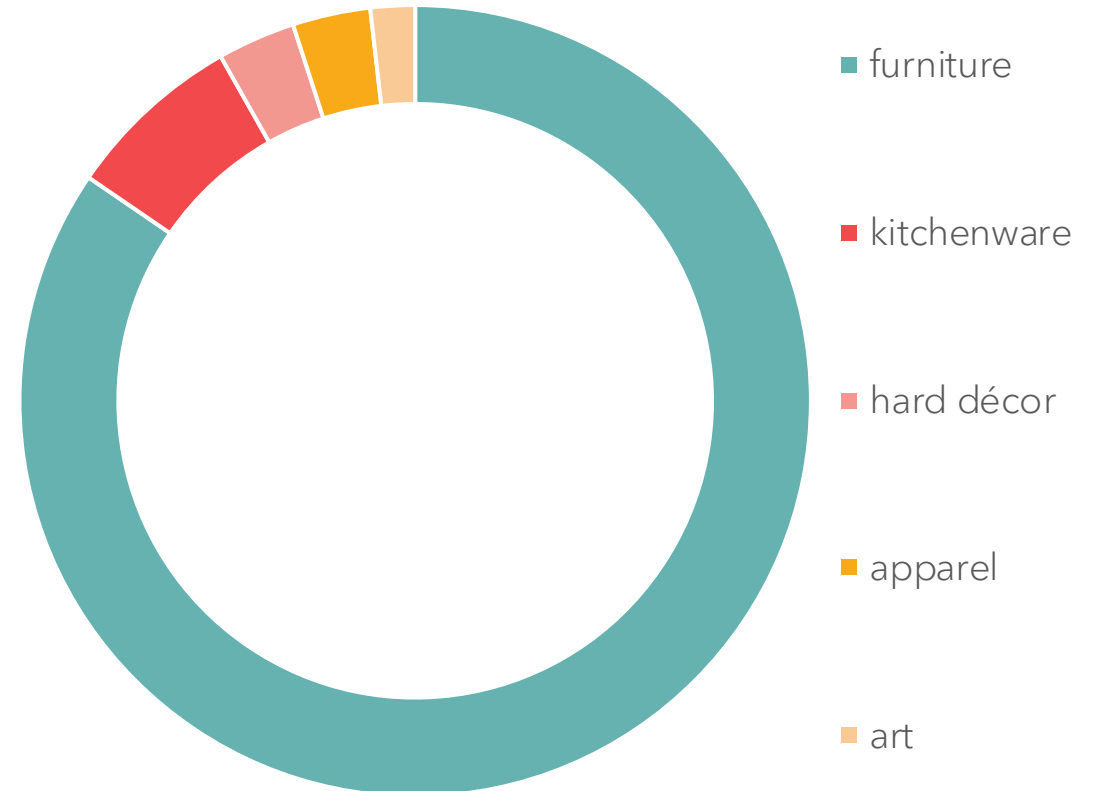
104K items

246 tons

65% of revenues

## Top 5 Waste Diverting Categories

Furniture	186 tons	5K items
Kitchenware	16 tons	16K items
Hard Decor	7 tons	15K items
Apparel	7 tons	26K items
Art	4 tons	3K items



# SALVAGE YARD DIVERSION

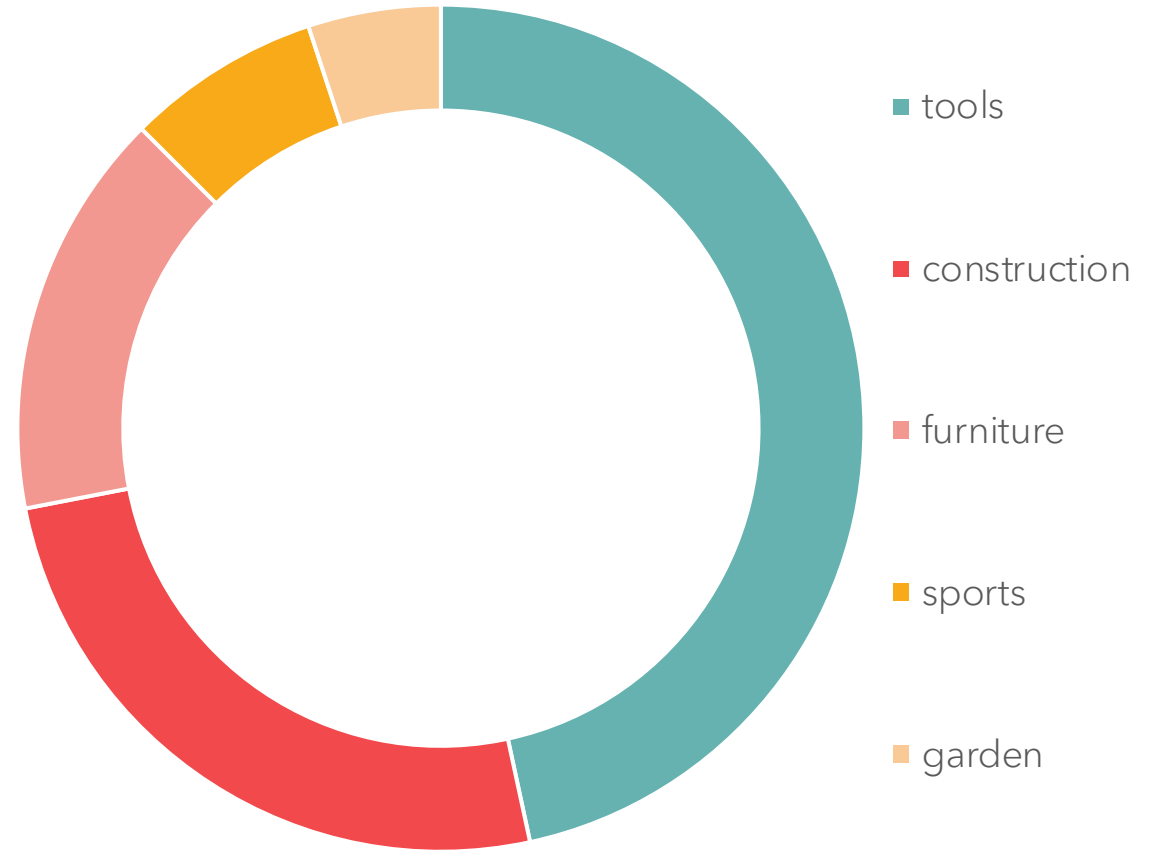
29K items

56 tons

35% of revenues

## Top 5 Diverting Categories

Tools	13.8 tons	11K items
Construction	7.5 tons	6K items
Furniture	4.6 tons	2K items
Sports	2.2 tons	5K items
Garden	1.5 tons	3K items



# WHERE DOES THE MONEY GO?

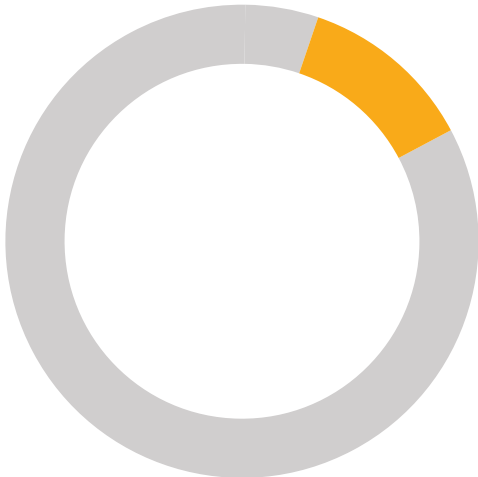
83%



## PERSONNEL EXPENSES

wages, benefits, and bonuses  
25% of all personnel expenses were spent on veteran wages

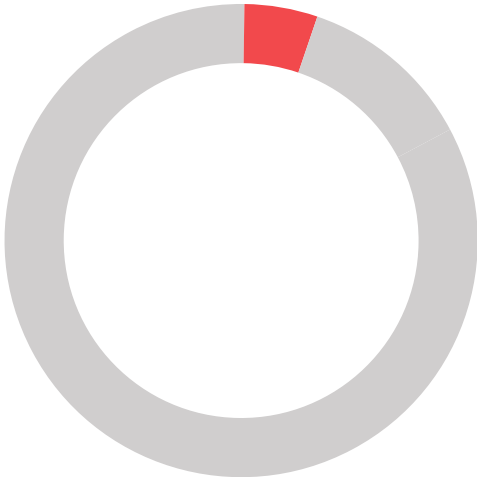
12%



## BUSINESS EXPENSES

accounting, legal fees, COGS, marketing, and maintenance

5%



## PROFIT

held in reserve for payroll during low-income periods



# CHALLENGES & PRIORITIES

What are our current operational needs?

## WEATHER



## FORKLIFT



## THEFT



# COMING UP...

## VETERAN JOB PROGRAM

Funding vet wages  
3-6 month cyclical  
Potential to hire at end of program

## YARD STRUCTURES

Solar integration  
Safe  
Shoppable  
Secure

## ARTIST IN RESIDENCE

Exhibition early spring

## INTERNAL SIGNAGE

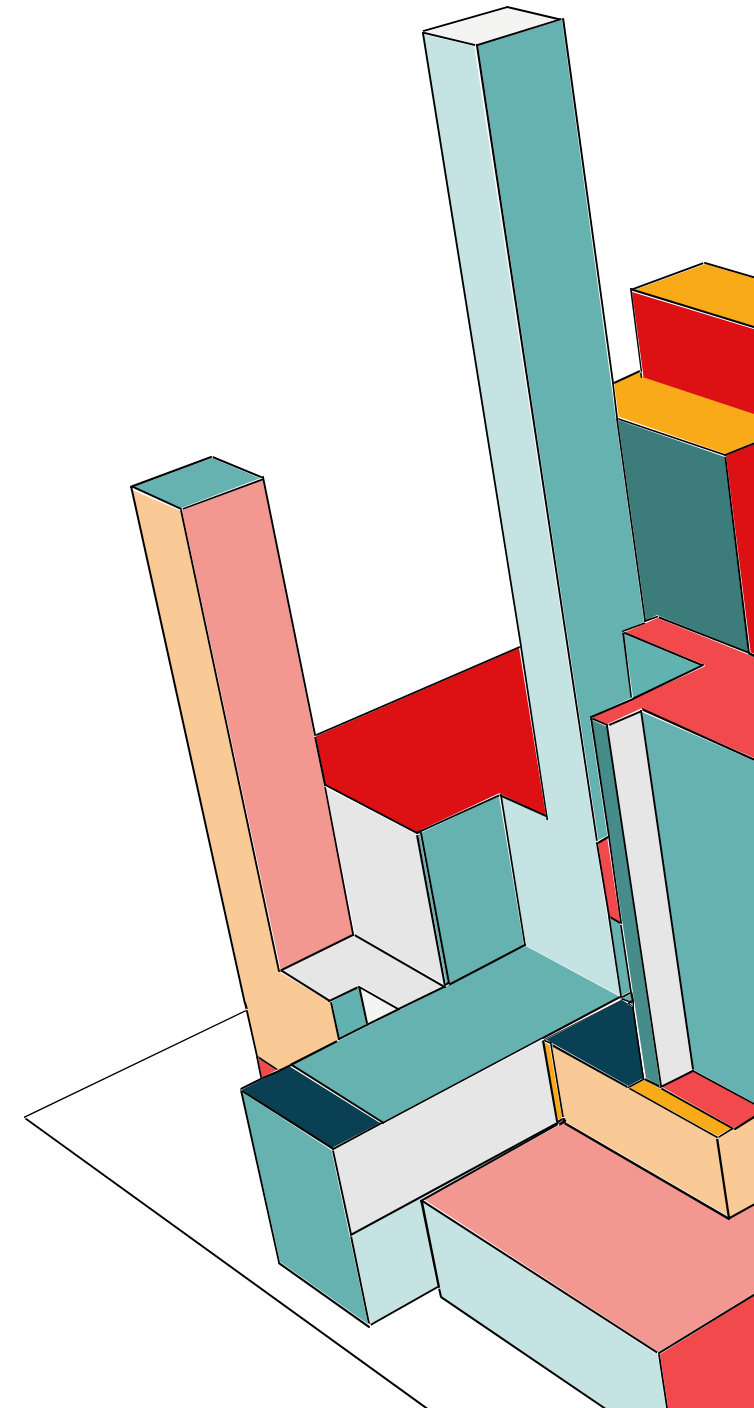
Cohesive  
High-visibility  
Made with upcycled materials

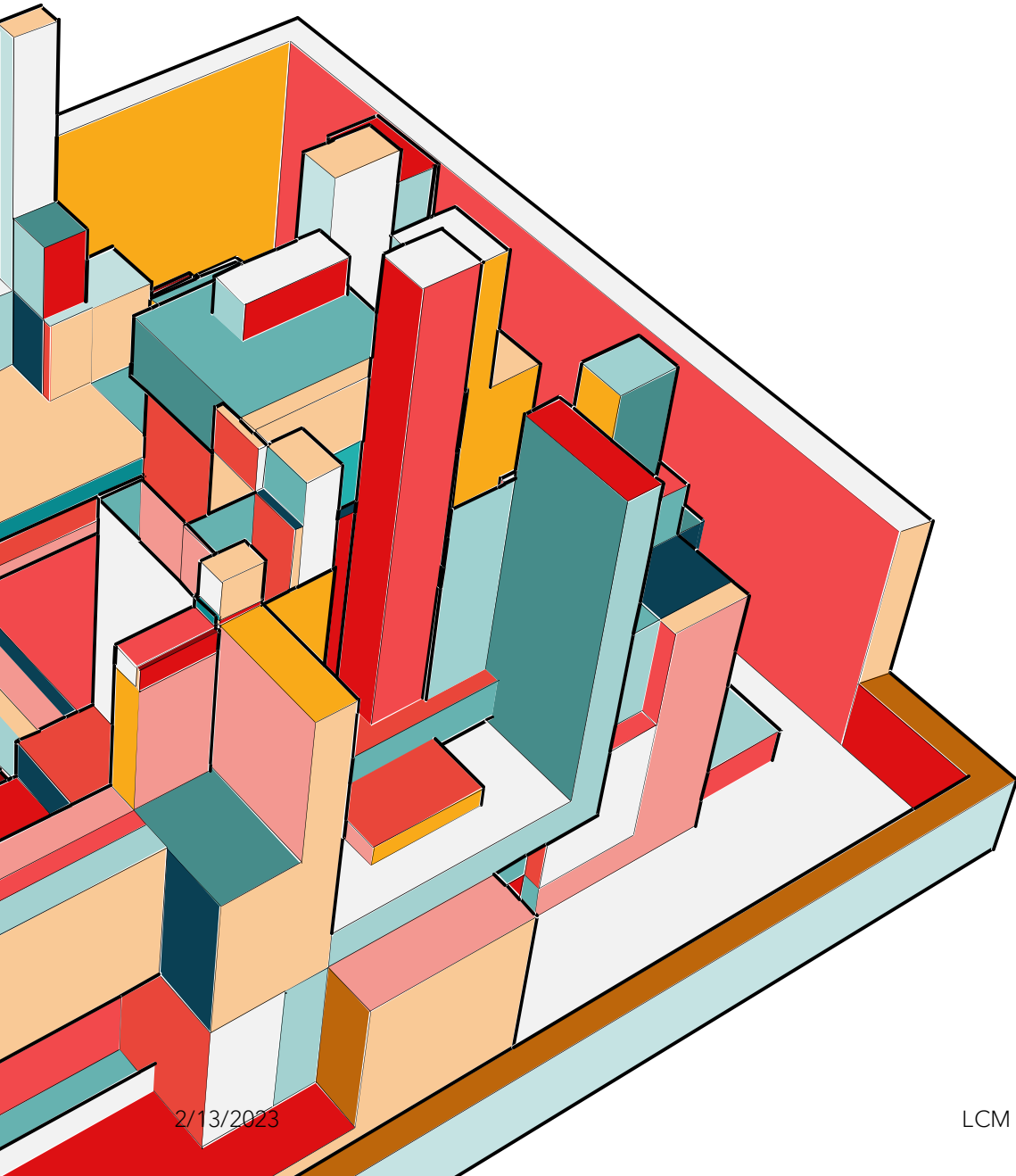
## LAST SATURDAYS

Goal is Q3  
Food trucks  
Outside vendors

## CLOTHING RECYCLING

Outside vendor pick-up and recycle  
\$0.04 a pound  
Will be included in our diversion reporting





# THANK-YOU!

We're proud of this partnership and the growth we've achieved together - we thank you for your flexibility and innovation to get this thing off the ground.

We look forward to the future and are very grateful to have your support!