

CITY OF MERCER ISLAND

Youth and Family Services

9611 SE 36TH STREET | MERCER ISLAND, WA 98040

PHONE: 206.275.7605 | www.mercergov.org



Thrift Shop Remodel Modeling & Projections - INPUTS

	2019		Proposed
Retail:	3,592 sf	Retail:	4,873 sf
Processing:	1,857 sf	Processing SF:	1,996 sf
BOH + Remainder:	2,736 sf	BOH + Remainder:	3,221 sf
BOH by Floorplan:	1,255 sf	BOH by Floorplan:	1,354 sf
Remainder:	1,481 sf	Remainder:	1,867 sf
Total:	8,185 sf	Total:	10,090 sf

REMODEL AREAS	COMMENTS/NOTES:																								
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Thrift Shop Remodel Modeling & Projections - OUTPUTS

All values in \$1,000's

	2022	2023	2024
Revenue Capacity of Proposed Remodel	\$2,566	\$2,566	\$2,566
Projected Revenue of Workforce	\$2,405	\$2,681	\$2,864
Projected Revenue vs 2019	\$2,405 122%	\$2,566 131%	\$2,566 131%
Retail Utilization	94%		
	2022	2023	2024
Estimated Operating Margin of Proposed Remodel	\$1,390	\$1,408	\$1,388
Projected Operating Margin of Workforce	\$1,303	\$1,472	\$1,550
Projected Operating Margin	\$1,303	\$1,408	\$1,388

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Thrift Shop Remodel Modeling & Projections - GUIDE

REMODEL AREAS

- 1 2019 remodel areas in grey are actual measurements of total square footage and BOH
- 2 Total area for the proposed remodel should equal either the 2019 area if no expansion is intended or the total of all facilities if the store is expanded or a 2nd location is added. Areas for current schematic designs area as follows:
 - Option A Total Square Footage: 9,785 SF
 - Option B Total Square Footage: 10,189 SF
- 3 Area for processing is checked against the processing area identified in the schematics for each option as follows:
 - Option A Processing Square Footage: 1,362 SF
 - Option B Processing Square Footage: 2,332 SF
- 4 Area Calculations rely on Pivot Tables. After each adjustment to the "Remodel Areas," the user will need to "Refresh all" on the Data tab in the excel ribbon to update the calculations
- 5 To assist with "By Item" area allocation, this table reflects index (sales percentage per floor percentage) and \$/SF for each of the following categories in 2019:

	Sum of Square		Sales	Sales %	Index	\$/SF
	Feet	% of SQF				
Hardgoods	1622	45	\$ 892,873	47.3	1.05	\$ 550
Art	72	2	\$ 51,664	2.7	1.4	\$ 718
Books	240	7	\$ 53,324	2.8	0.4	\$ 222
Collectibles	48	1	\$ 53,936	2.9	2.1	\$ 1,124
Furniture	344	10	\$ 72,015	3.8	0.4	\$ 209
Hardware & Electrics	165	5	\$ 149,006	7.9	1.7	\$ 903
Housewares	242	7	\$ 110,254	5.8	0.9	\$ 456
Jewelry	96	3	\$ 124,104	6.6	2.5	\$ 1,293
Media	60	2	\$ 29,401	1.6	0.9	\$ 490
Sports	136	4	\$ 85,782	4.5	1.2	\$ 631
Toys	149	4	\$ 69,355	3.7	0.9	\$ 465
Home Décor & Holiday	70	2	\$ 94,032	5.0	2.6	\$ 1,343
Softgoods	1970	55	\$ 993,678	52.7	0.96	\$ 504
Accessories	172	5	\$ 96,080	5.1	1.1	\$ 559
B&A	349	10	\$ 176,010	9.3	1.0	\$ 504
Kids wear	208	6	\$ 56,329	3.0	0.5	\$ 271
Linens	70.5	2	\$ 20,172	1.1	0.5	\$ 286
Menswear	370	10	\$ 163,589	8.7	0.8	\$ 442
Shoes	232	6	\$ 143,479	7.6	1.2	\$ 618
Casual Trends & Outerwear	569	16	\$ 338,019	17.9	1.1	\$ 594
Grand Total	3592	100	\$1,886,551	100.0		\$ 525

6 Suggested / Baseline PI for:

	Option A	Option B
2022	-5%	0%
2023	0%	10%
2024	10%	20%