



Vinnies Retail Strategy

VINNIES REBUILDS RESTORES RENEWS

VINNIES RETAIL: ITS BIG!



St Vincent de Paul Society
good works



Vinnies
Retail.
Its
Big!



VINNIES REBUILDS RESTORES RENEWS

VINNIES RETAIL: FACTS



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250 Shops in
NSW

Over 7000
volunteers

652 paid staff

Nationally
Vinnies has
700 shops.
Woollies has
968

In NSW
Vinnies has
double the
shops than
the next main
op shop
operator

Over 12
million items
sold last year

40% of Vinnies
funding comes
from Retail

VINNIES REBUILDS RESTORES RENEWS

Vinnies Retail is
a mature model
that has served
us well



But the second hand market has changed and so must we

VINNIES REBUILDS RESTORES RENEWS

SECOND HAND ECONOMY: CHANGE



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2nd hand economy has
grown

2011
\$ 13.4
Billion

2017
\$36.2
Billion

For profits have
entered the market

KING
COTTON
EST. 1990



2nd hand has
moved online



TRADINGPOST
.COM.AU

amazon

VINNIES REBUILDS RESTORES RENEWS

FAST CONSUMER GOODS: CHANGE



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#FashionFacts
comrom.co

FAST FASHION RETAILERS

UNI QLO **GAP** **H&M**
FOREVER 21 TOPSHOP wet seal
Miss Selfridge UNITED COLORS OF BENETTON. MANGO
charlotte russe RIVER ISLAND Rainbow



Eroding price points



Decline of quality donations



VINNIES REBUILDS RESTORES RENEWS

Innovate
or
miss the boat

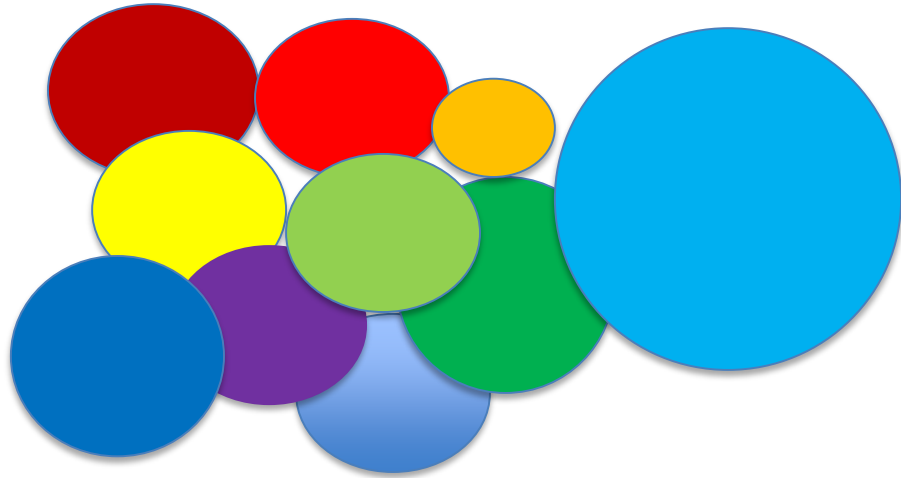


VINNIES REBUILDS RESTORES RENEWS

Build Efficiencies and Scale



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Reconceive our business



Recycler

VINNIES REBUILDS RESTORES RENEWS

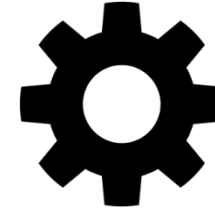
STRATEGY: IMPLEMENT



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Retail
Processes &
Standards



Skills &
Training



Supply Chain
& Logistics



New
Opportunities



People
Development



Brand
Management

VINNIES REBUILDS RESTORES RENEWS



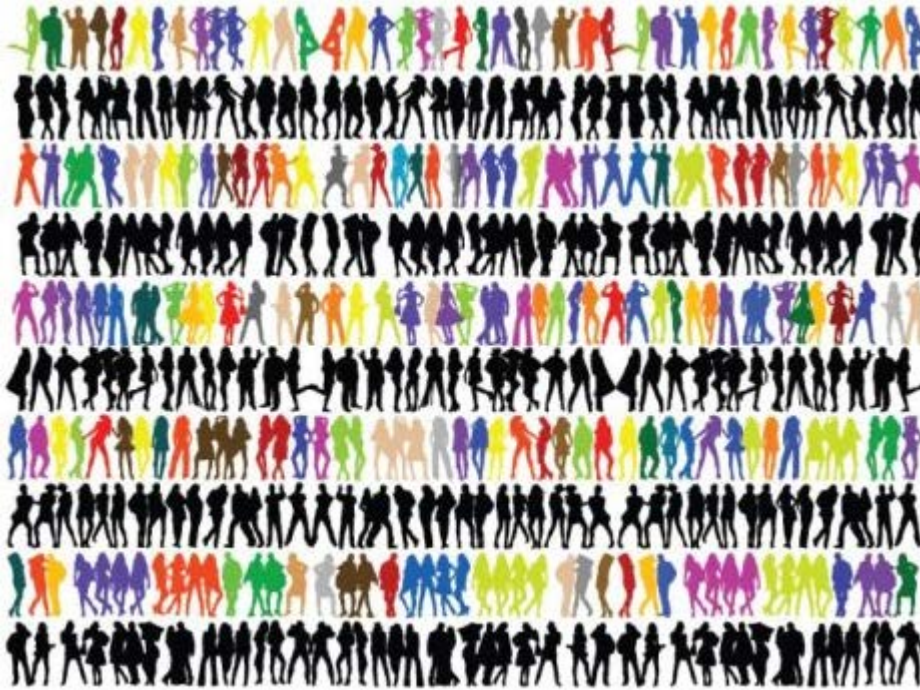
Time to get
interactive!

VINNIES REBUILDS RESTORES RENEWS

BUILD A FIVE YEAR STRATEGY



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From a large pool of possible people



Choose four people for your team

What attributes and skills should they have?

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RETAIL: SOCIAL JUSTICE



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“How might Vinnies link retail to Social Justice”

How many bottom lines might we need?



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THANK YOU



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LinkedIn

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