



SALES BY DEPARTMENT					Jan-Mar	Apr-Dec
					normal	pandemic
	2016	2017	2018	2019	2020	2020
CERAMICS	\$ 133,802	\$ 124,712	\$ 177,024	\$ 149,987	\$ 20,677	\$ 99,820
JEWELLERY	\$ 142,852	\$ 129,355	\$ 130,994	\$ 144,762	\$ 18,346	\$ 63,069
FIBRE/ TEXTILES	\$ 139,103	\$ 144,705	\$ 101,090	\$ 115,635	\$ 24,380	\$ 59,830
GLASS	\$ 130,462	\$ 116,660	\$ 120,645	\$ 128,571	\$ 16,517	\$ 55,532
WOOD	\$ 113,841	\$ 87,390	\$ 71,356	\$ 70,861	\$ 4,536	\$ 34,119
MISCELLANEOUS	\$ 58,580	\$ 47,620	\$ 31,999	\$ 46,939	\$ 9,485	\$ 26,913
PAPER	\$ 18,726	\$ 23,109	\$ 18,276	\$ 12,693	\$ 3,553	\$ 8,158
LEATHER	\$ 29,831	\$ 17,316	\$ 17,472	\$ 22,589	\$ 3,003	\$ 4,907
METAL	\$ 22,961	\$ 22,958	\$ 21,152	\$ 20,851	\$ 5,271	\$ 4,794

**SALES:** Everybody struggled last year. The gallery store was closed from the middle of March until June, and sales were depressed. The Board hired VIVE social media marketers, and brought on a merchandiser to advise on current retail display. This renewed focus on the store, in addition to constantly updating store displays and posting videos and images online, resulted in the best December sales in five years.

Thank you for joining us as we move to faster monthly consignment payouts. If you've signed up for email transfer, your payments now arrive in the first week of the month instead of by cheque, meaning you receive your consignment 10 to 12 days earlier than before.

With the ban on cruise ships extending through summer, our Granville Island gallery remains a local destination. To reach the widest audience possible, we will be moving our website, and a portion of sales, to a new Shopify site -- which is one reason we are so grateful for your speedy responses to our inventory reconciliation. The Shopify site will mean more online interaction and increased sales opportunities.

**STAFFING:** Last summer, we were joined by Heather Flynn and Georgina Hawitt, and by Karina Villada, Bridgette Badowich and Tatiana Povoroznyk at end of fall. Many of you already know Jackie Read, Melinda Harrison, Shanna Cheng, Karilee Rawluk, and Laurel Richardson; retail manager Cathy Church moved to Vancouver Island and was replaced by Afuwa Granger (in the new position of co-op manager), who started at the same time as accountant Bill Sulis. In 2021 we were joined by Admin Assistant Joanne Ma. Staff and store policies are now fully compliant with the Employment Standards Act, WorkSafe BC policies, and Provincial Safety guidelines around COVID-19 – thank you for making your appointments so that we can maintain social distancing.

**EXHIBITIONS:** Many exhibitions, such as Crafted Vancouver, were postponed due to closure, and are being held this year. September 3 – October 31 we were happy to welcome our first Indigenous artist, Haida jeweller Walter Davidson, and look forward to Indigenous Artistry in

October 2021.

Afuwa Granger  
March 2021