THE FABSCRAP ANNUAL REPORT 2020
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MISSION

FABSCRAP endeavors to end commercial textile “waste.”

To maximize the value of unused fabric, FABSCRAP is a convenient and transparent Service, is an affordable and accessible materials Resource, and is educating and empowering a diverse Community of changemakers.
FOUNDERS’ NOTE

2020...

In January we were in Los Angeles to tour warehouse spaces, meet with potential candidates for a West Coast Team, and connect with local organizations. In February we added a second warehouse in Brooklyn, dedicated to processing proprietary material, and on Leap Day we moved thousands of pounds of material with the help of over 75 volunteers. We were ready to double our volunteer capacity and double our team with this move. We had no idea we’d be closed two weeks later.

In response to the unimaginable crisis of COVID-19, in mid-March we suspended all in-person operations for nearly five months. Team FAB transitioned to working from home and work hours were reduced. When it was allowed, we scheduled solo workdays from the Warehouse or Shop, which made it possible for us to reopen our Online Store in April. To connect from home, we hosted weekly Digital Workshops featuring an artist or designer sharing a skill or technique using fabric. In response to the heinous murder of George Floyd and the protests that followed, we examined every operation for opportunities to better support our Team and our community - and will continue to do so. In July we resumed abbreviated service, welcomed volunteers back to the Warehouse for morning sessions, and allowed shopping by appointment at the Shop - all significantly altered to ensure everyone’s safety. We resumed the hiring we had paused in the Spring, adding four new members to our team in August, though work hours remained reduced through the end of the year.

It feels nearly impossible to analyze 2020 - personally, professionally, or how the two became indistinguishable. The current of uncertainty and insecurity that underscored everything hasn’t disappeared. Even when we were required to be apart, we look back and can only see how we made it through together. We’re so proud of how the Team took care of each other, and that we were able to keep everyone employed. We’re so thankful for the FAB community, how we’ve been able to support each other and hold each other accountable. We’re so appreciative of the generous support we received from foundations and individuals that helped to keep us afloat. In the shift to digital, we were able to include so many more - from all over the world! - in all that we do. Near or far, we became better together, working together kept FABSCRAP in operation, and together we can do anything.

Jessica Schreiber  Camille Tagle
Founder + CEO    Co-Founder + Creative Director

NOTE: PHOTOS WITHOUT MASKS TAKEN PRE-COVID-19
2020 HIGHLIGHTS

JAN  Rachael joins Team FAB
Camille and Jess tour warehouses in LA

FEB  Emily joins Team FAB
Leap Day Move + 7th Floor of Warehouse added
FABSCRAP on LinkNYC Kiosks

MAR  FABSCRAP suspends operations in response to COVID-19

APR  Fred joins Team FAB
2020 Fundraising Challenge launches
First FABSCRAP-hosted Digital Workshop
Online Store reopens

MAY  Candelle joins Team FAB

JUN  Shop 1 Year Anniversary

SUM  Robin, Darline, and Mwagira join Team FAB
FABSCRAP locations reopen to the public by appointment
Thrift Store Day

SEP  FABSCRAP’s 4 Year Anniversary
Digital Silent Auction
Feature on CNN

OCT  Virtual Appointments start

NOV  4,000th Online Order placed
FABSCRAP has diverted 655,710 lbs of fabric from landfill since our launch in 2016.
1. **SERVICE**

FABSCRAP provides service to 503 businesses in the fashion, interior, and entertainment industries.

**FABSCRAP RECYCLING SERVICE**

FABSCRAP collects and recycles textile waste from fashion, interior, and entertainment companies, including small sewing scraps, headers, larger cuttings, and full rolls of fabric. Once a recycling partner has signed up for service, they are provided a set of FABSCRAP bags. They are able to request convenient pickups from their studio or office, whenever they have textile waste ready.

**BLACK VS BROWN BAGS**

Our service allows partners the option of communicating whether their textile waste is proprietary or non-proprietary, using our black or brown bags. Any material placed inside the brown bags can be reused and resold, or it will be recycled. Anything inside a black bag will only be recycled. Partners label rolls of fabric as “brown” or “black” as well.

**ANNUAL IMPACT REPORTS**

FABSCRAP keeps meticulous data for each recycling partner. Each year, we share a customized Impact Report detailing their total weight diverted from landfill, end-use of sorted material, and CO2 emissions saved.
WHO’S FAB
FABSCRAP proudly provides service to change-maker brands and businesses. We now collect unwanted and unused material of any size from 503 fashion, interior, and entertainment companies.

PRIOR YEARS
6 Shore Road
A/C SPACE
Abby Lichtman Design
Abraham Label
Ace & Jig
ADAY
Alejandro Alonso Rojas
Alex Mill
Amanda + Chelsea
Amelie Mancini
Andrew Suvalsky Designs
Angara Group Ltd.
Anna Cole Designs
Angora Group Ltd.
Andrew Suvalsky Designs
Amelie Mancini
Amanda + Chelsea
Alex Mill
ALEJANDRA ALONSO ROJAS
AK
ARK
Artic Silver
Artisan Textiles
Artisan Textiles Design
Army Green
ARMS
Ausblick
Autumn Adeigbo
Atomic Freedom
Autumn Adeigbo
Badgley Mischka
Bay Lith Linens
BCA Resources
Beezie Textiles
Belford Cashmere
Bethany Joy Costumes
Better Team USA Corp
Beyond Now Apparel LLC
BF+DA
Carlaesthetics
CEGO Custom Shirtemaker
Charles Komar & Sons
Charles Samelson
Chelsea Textiles
CHF Industries
Christine Alcalay
Chris Rilling Studio
Cienne
Coldwell Banker Hickok & Boardman
Colin Davis Jones Studios
Colorant
Darn Tough
Daron Fritze
Darren Kolesick
Dawn Bullard
Dayna Gavrin
Deborah Drees
Décor
Debra sundby
Delia Schösaeder
Denise Gabay
Denise Gabay
Diana Arge
Diane von Furstenberg
DL 1961
Don’t Worry Baby
DREAM YoRD INC
Drexl University
Duvaltex
Earth Angel
Eau Club
Echo New York
Edinger
Eileen Fisher
Elise Ballegeer
Elizabeth DeSole
Ellery
Errant Heart
Express
Factory 8
Fann Djan
Farbrook Studio LLC
Gerson & Gerson
Gita Omri
Goodship
Grammer, LLC
Handel Architects
Hanky Panicky
Hickey Freeman Tailored
Clothing
Himatsingka Seide LTD
House of Fluff
Hushed Commotion
J.Crew
JB Martin
Jeff Fender Studio
Jeremiah Yoo Collection
Jennifer New York
JLEW
Jonathan Cohen
Julianne Bass
Junior Baby Hatter
KAHLE Studio
Kate Can Quilt
Kayrock Screenprinting
Kid Made Modern
Kordal
Kozinn & Sons Tailors
KRD Imports
L Brands– Victoria’s Secret & PINK
L2 Apparel Group
Lafayette 148
Lark and Raven, LLC
Leanne Marshall
Lewis Cho
Liam of York
Lianfa Textile Inc
Linher Hollingsworth
Live Lorelai LLC
Lizzie Fortunato Jewels
Loeffler Randall
Loren Manufacturing
Lori Weitzen Design
Louette Bride
Maharam
Makers Market
Mancini Duffy
Mara Hoffman
Marc Jacobs
Marni Ichikawa
Megan Quarles
Melinda G Nursing Bras
Memory Threads
Meryl Diamond Limited
MFA Fashion Design at FIT
Michael Andrew Bespoke
Misha Nonoo
MM LaFleur
Morris Adjmi Architects
Narciso Rodriguez
Nassim
Niki Chasin
Nuitime
One Jeanswear Group
Orta
Oscar de la Renta
Ouija
Outlier
P/Kaufmann
Pallas Textiles
Pamplemousse
Panah Project
Paolo Bower
Patina Rentals
Peloton
Pembroke & Ives
Perennials
Petite Soul
Philemona Fox
Play Out Apparel
Private Packs
Profenza Schouler
Public Clothing Company
Quaint and Curious Volumes
Quinn Apparel
R13 Denim
Rachel Antonoff
Rachel Comey
Raller
Randa Accessories Leather
Goods
RDG Global
Rebecca Taylor
Reboundwear
Red Couch Clothing
Remix Clothing
Rosina Mae
Salvage Cloth
Sarah Musa
Saylor
Seam USA
Signature Theater Company
Software Studios
SOLO International
Sood Ploom
Statuto
Stella Adler Studio of Acting
Stephanie Rosulo
Steve Alan
Suukoon Active
Sunrise Brands
SWIM USA
Tibili Just
Tailoring Robot
Takhyo
Tanya Taylor
The Materials Center
The New York Sewing Center
The TEN Apparel
Theaterworks USA
This is Edvin
Thompson St. Studio
TIBI
Tilsonbury USA
Timberlake Studios
Timothy WestBrooke Design
tinyOWED
Todd Snyder
TOME
Tracy Reese
Ultrafabrics, Inc
Universal Standard
Uye Surana
Van Saun Studio
Vertical Verte
Vescom Textiles
Vincenta
Viva Aviva Holding, Inc
Vocon
Whit
White and Warren
Workroom Social
Yuiitsu Dye Shop
Ziel PBC
NEW IN 2020
Astra Connect
Barbara Nymark Design
Bik-To-KOPE
Blue Star Silk Corp.
Britannica Home Fashions
Burt Trimings
Calhoun & Co
Custom Collaborative
DDugoff
Designworks Custom Workrooms
Dickey Sack
DL Custom Clothing
ECOfashion Corp
First Fittings
GoldaTech
Harlem Link Charter School
Kent State University–NYC Studio
Lapointe
LDR
Mansur Gavriel
Mark Cross
MBA Productions
Milletown Brand
Movetics
NIGHTS WKNSD
Noah Clothing
NYU
Paradis Perdus
Pierre Atelier
Pizzaro Construction
Pup to Go
Puppets and Puppets
Reid and Harriet Design
Richard Tie Fabrics Inc
Rough Simmons
Seigio Taschini
TemboNYC
Tempos Now
Teresa Foglia
Thakoon
The Tot
Twenty2 Wallpaper + Textiles
Two T New York
United Sewing & Design
FABSCRAP’s measurement and characterization of the material received from partners may be the only consistent and public measure of pre-consumer textile waste from commercial businesses. We share our annual and cumulative data each year to bring awareness to both the volume of waste and the massive untapped opportunity to create a more circular supply chain. Every company utilizing FABSCRAP service also receives a custom Impact Report with their own metrics (left).

In 2020 we moved into a second, private warehouse and hired sorters in response to a growing stream of proprietary material. We now provide Certificates of Destruction, verifying the material has been received and shredded. With this investment in the proprietary part of our Service, we were able to DOUBLE the amount of Black Bag material sorted over previous years.

All graphs show cumulative data, 2016–2020
### SERVICE NUMBERS IN 2020

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pounds of materials collected</td>
<td>177,113</td>
</tr>
<tr>
<td>Individual drop offs for recycling</td>
<td>164</td>
</tr>
<tr>
<td>56% of incoming material that is non-proprietary</td>
<td>3,282 brown rolls received</td>
</tr>
<tr>
<td>48% of partners let us use their name and logo</td>
<td>456 pickups completed</td>
</tr>
<tr>
<td>Average pounds collected per week</td>
<td>2,631</td>
</tr>
<tr>
<td>Partners added</td>
<td>70</td>
</tr>
<tr>
<td>Pounds shipped from partners</td>
<td>253</td>
</tr>
<tr>
<td>Client growth from the last year</td>
<td>20%</td>
</tr>
</tbody>
</table>

216 businesses served
2. COMMUNITY


VOLUNTEER SESSIONS
With thousands of pounds of material incoming to our Warehouse each week, our FAB community of volunteers are a key part of our operations. Volunteer sessions take place at our Warehouse in Brooklyn. After a short introduction and orientation, they help us sort through bags of textiles. As a thank-you for their time, volunteers can take home five pounds of fabric for free. To date, we’ve had over 6,000 people—including designers, college students, sewers, school groups, and corporate volunteers—come join us!

EDUCATION
The FAB Team devotes hours each month to classroom and corporate presentations, speaking on panels, and giving informational interviews.

DIGITAL WORKSHOPS
Our Digital Workshops started as a temporary solution to stay connected to our community during the pandemic and blossomed into a full-fledged program devoted to creating and learning. In 2020, FABSCRAP hosted 25 workshops over Zoom to 2,773 participants, covering patternmaking to rug braiding.
COMMUNITY STATS

39,926 pounds sorted by community

4,983 hours volunteered by our community

241 # sorting sessions

5,536 pounds of free fabric taken home by volunteers

4 corporate groups volunteered

138 average number of volunteers per month

78 # of leap day move volunteers

142 people volunteer more than once

933 # of volunteers in 2020

6,293 total volunteers to date

8 school groups volunteered

NOTE: PHOTOS WITHOUT MASKS TAKEN PRE-COVID-19

933 # of volunteers in 2020
In 2020 FABSCRAP redistributed 44,037 lbs of fabric to sewers, crafters, and makers across the United States.

SHOP FABSCRAP FABRIC
We’re able to redistribute 66% of all textile waste we receive, entirely avoiding resource extraction needed to create virgin materials. Whether fabric scraps, cuttings, yardage, leather, embellishments, trim or cones of yarn, FABSCRAP separates all reusable materials during the sorting process so that the public can access these designer goods at thrift-store pricing!

IN-PERSON SHOPPING:
Visit us in-person at one of our locations and handpick from our wide selection of materials.

ONLINE STORE:
Our e-commerce site features a select assortment of materials to choose from. We ship anywhere within the United States, and curbside pickup is available to those in NY and NJ!

VIRTUAL APPOINTMENTS:
For those who are unable to shop in-person and would like to make larger orders, we now offer 30 minute-long video appointments with a FAB Team member.

FEATURED ARTIST AND DESIGNER PROGRAM
Every season FABSCRAP selects an artist or designer who utilizes textile waste in their work and serves as an example to the community of how to structure a viable business while sourcing more responsibly. FABSCRAP shares their story and hosts their work on our e-commerce and at our locations.
Jessica Marquez launched Miniature Rhino, her creative handmade business, in 2009 in Brooklyn, NY. Beyond creating patterns and kits, she has written two books, Make and Mend (Ten Speed, 2018) and Stitched Gifts (Chronicle, 2012). She teaches at traveling retreats, online, in-person, and virtual workshops.

Tom’s Sons is a family-owned business and longtime NYC Garment Center fixture that has perfected the art of pleating textiles since 1931. Their advanced skill in fabric manipulation truly transforms textile waste into something completely new.

WE GATHER Featured Artist
A working textile artist and educator, Whitney Crutchfield has been weaving, dyeing, and stitching her own textiles for over 15 years, creating custom projects for residential interiors and installations for public spaces. She works to create beautiful textiles that stand the test of time, and she teaches others about the sheer delight of fabric at FIT and through workshop programming in the WE GATHER studio and in corporate and private venues around the country.

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### RESOURCE NUMBERS IN 2020

| **2,503** | warehouse shoppers |
| **22,554** | pounds of materials recycled |
| **44,037** | pounds redistributed for reuse |
| **30** | virtual appointments |
| **2,503** | warehouse shoppers |
| **8,412** | total number of shoppers |
| **2,841** | online orders |
| **2,566** | shop shoppers |
| **38** | custom orders |
| **15** | hours in virtual appointments |
| **76%** | of usable fabric sold |
| **66%** | of material received is reusable |
| **23%** | usable fabric given away for free |

- **38%** usable fabric received is reusable
- **23%** usable fabric given away for free
- **76%** of usable fabric sold
- **30 virtual appointments**
30% of all fabric redistributed and 45% of sales came from the Online Store in 2020.
THE COVID-19 PANDEMIC dramatically changed our year, with immediate and longterm impact. Closing our locations and suspending all operations for several months derailed all plans and goals. However, in navigating these challenges, we were able to alter our processes and implement new programs that have been so successful we plan to make them permanent parts of our work. After a year that required ultimate flexibility and teamwork, we ended the year proud and hopeful. More than ever, we're focused on increasing our accessibility and impact.

SERVICE: Our recycling Service was suspended entirely for three months. When we reopened, it was only with a reduced bi-weekly pickup schedule. During this time we worked to organize shipping and drop-off options for our partners. We received 21,900 pounds of material through these new recycling options. During this difficult year, we were able to assist partners closing their companies, so their remaining material would not go to waste. As the year wrapped up we were encouraged to see businesses wanting to “come back better” and for 70 new partners, that includes recycling with FABSCRAP.

COMMUNITY: The FAB Team worked quickly to connect our community in digital formats, giving education presentations to online classes and developing a digital workshop series. These adaptations enabled FABSCRAP to continue our outreach, increase accessibility of our programs, and expand our community all over the world! As restrictions lifted in the summer, we were able to reopen our Warehouse and were amazed to see how the community returned to help us sort.

RESOURCE: Shopping in-person was paused for nearly five months. When we reopened, shopping was by-appointment only, limiting the number of people in the space to 2, and later 3. Online shopping became our main mode of redistributing fabric and we saw an incredible growth (271%) in orders compared to the year prior. We’ve paused pop-up events indefinitely, though it’s allowed us to focus on streamlining our custom orders into a Virtual Shopping Appointment program. We’re able to personalize these appointments to provide more curated material options for each shopper, and plan to continue this program beyond 2020.
### EDUCATION / VIRTUAL EVENTS

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td># of workshops</td>
<td>25</td>
</tr>
<tr>
<td>Host stipends paid</td>
<td>$1,700</td>
</tr>
<tr>
<td># of registrations</td>
<td>2,773</td>
</tr>
<tr>
<td>Avg registration per event</td>
<td>115</td>
</tr>
<tr>
<td>Hours hosting</td>
<td>31.5</td>
</tr>
<tr>
<td>Live attendees</td>
<td>1,041</td>
</tr>
</tbody>
</table>

**140 education events hosted by FABSCRAP**

**225 hours of teaching and outreach**

**26 # of high schools and universities reached**

**3,979 total people reached**

**NOTE:** Photos without masks taken pre-COVID-19
“By tackling commercial waste generated by businesses as opposed to municipal or post-consumer waste (the clothing and linens discarded by households), Fabscrap is filling an important niche.”
- Sierra Magazine

“Fabscrap is another relatively new initiative that has revolutionized the conversation of fashion sustainability.”
- Brooklyn Based

“In terms of supporting a new infrastructure, Fabscrap is ahead of the curve.”
- Arch Digest Pro
FABSCRAP’s fee-for-service model holds businesses responsible for their textile waste and helps fund the infrastructure needed to recycle and redistribute it.

For the first time due to the pandemic, FABSCRAP was not profitable.

Fabric sales made up the same share of income as in 2019, but with a significant change in source. Last year our Online Store sold 13% of our fabric. This year, in the shift to digital, it was responsible for 45% of our sales. Our income from service fees fell by 12%. We weren’t quite able to make up the difference with the federally provided PPP and EIDL loans we received.

Critical to our survival were generous grants from:
• Ashoka
• Walmart
• CFDA/Vogue
• Ana and Alex Bogusky

We reached 89% of our fundraising goal of $50,000. Our sincerest thank you to our 1,930 individual donors and nine recurring donors for your contributions to our work. Our annual Free Fabric Fundraising Challenge entered its third year. Launching on Earth Day and ending on December 31st, this year’s crowdfunding campaign brought in $3,863 from 16 fundraisers! Sara Sukenik won the Challenge and free fabric in 2021. The Digital Workshops became a great source of fundraising for FABSCRAP and brought in $9,134.07 over the course of 25 events – which will allow us to continue the program and pay host stipends next year. Other income includes education honorariums, banking rewards, and operational reimbursements.

Team FAB doubled from five to ten! Even with reduced hours in 2020, personnel was our largest expense. Facilities and equipment make up the same share of expenses as in 2019, as we continued to make on-time rent payments throughout the pandemic. The pause in operations reduced our processing and transportation costs. We reduced our administrative and marketing budgets to preserve cash flow.

FINANCIALS

2020 INCOME
$677,960.79

2020 EXPENSES
$742,599.49

FABRIC SALES BY SOURCE

45% ONLINE STORE ORDERS

29% THE FABSCRAP SHOP

FABRIC SALES
SERVICE FEES
GRANTS
DONATIONS
OTHER

$326,677.40
$163,611.41
$110,000.00
$44,960.18
$32,711.80

2020 INCOME

48%

24%

16%

7%

5%

29% THE FABSCRAP SHOP

17% THE FABSCRAP WAREHOUSE

5% CUSTOM ORDERS

3% IG FLASH SALE ORDERS

1% POP-UPS

2020 EXPENSES

48%

32%

13%

4%

3%
ACKNOWLEDGEMENTS:

Our incredible volunteers
Our loyal customers
Our recycling partners
Our generous donors

Our Board:
David Hirschler, Nicholas Dominguez, Jessica Schreiber, Camille Tagle, Margaret Bishop

Our Interns:
Florence Guan, Humza Qureshi, Kayla Kemph, Naomi Rodriguez, Shana Yavari, Anastasia Karelina, Helen He, Angela Power, Josh Hildreth

Our Part-Time Team:
Mariah Singleton, Nick Preda, Nick Prior

Our Pickup Partner: MPH

Our Lawyer: Anand Kapasi

Our Accounting Team:
Darlina Raspopli, Petya Chakarova, Erenik Nezej

Our talented photographers and illustrators:
Jennifer Mason, Luna Photography, Robin Selavy

Special thanks to Rainer Jürgens at Syllo, for the beautiful design work on this report

And a personal thank you to the friends and family of Team FAB

CONTACT INFO

DONATIONS/GRANTS: fundraise@fabscrap.org
PRESS/EVENT INQUIRIES: press@fabscrap.org
SCHOOL PROJECTS, GUEST LECTURES, DIGITAL EVENTS: education@fabscrap.org
GROUP VOLUNTEERING: volunteer@fabscrap.org
RECYCLING SERVICE: service@fabscrap.org
FABRIC INQUIRIES: fabric@fabscrap.org
ONLINE STORE ORDERS/PRODUCT INQUIRIES: onlinestore@fabscrap.org

FABSCRAP WAREHOUSE
Brooklyn Army Terminal
Building B, Unit 5H–4
140 58th Street, Brooklyn, NY 11220
T. 929–276–3188

SUBWAY: N/R to 59th Street
BUS: B9, B11, and B37 Lines
DRIVING: 20 minutes from Manhattan via the Brooklyn Bridge or the Brooklyn Battery Tunnel and connecting to the Gowanus Expressway (I–278). Free, secure on-site parking is available at the Pier 4/NYC Ferry parking lot.
FERRY: South Brooklyn or Rockaway Route

Feel free to contact us for further details at:
www.fabscrap.org
@fab_scrap