

Helping People Achieve Personal Success for 100 Years



2016 Ohio Valley Goodwill Annual Report
Celebrating a Century of Service

WELCOME

Ohio Valley Goodwill Industries is pleased to present this year's annual report in celebration of the organization's 100th Anniversary. From humble beginnings in 1916 the organization first started in downtown Cincinnati and has grown through the years to become one of the largest providers of vocational training and job placement services in the State of Ohio. As we celebrate this milestone, we pause to recognize the successes of the thousands of individuals we have served through the years.

Also, with our continued dedication to helping the Greater Cincinnati community with its commitment to positive recycling, the organization helped to recycle more than 49 million pounds of textiles and other goods during 2015. With our responsibility to be an effective environmental steward we present this publication with the most important yearly information. We encourage you to visit our website at www.cincinnati-goodwill.org for continuing information, news and success stories, and to keep current with Ohio Valley Goodwill's activities.

During this important anniversary year, we thank the community for its support, for the donations that we receive, and the commitment to our important mission of service.



The mission of Ohio Valley Goodwill Industries is to provide rehabilitation services to persons of working age who are physically, mentally, psychologically or socially disabled and vocationally limited for the purpose of maximizing their vocational independence.

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Director, Public Relations and Marketing

SERVICES PROVIDED DURING 2015

Ohio Homeless Veterans Reintegration Program (HVRP).....	310
Northern Kentucky (HVRP).....	229
HUD Housing.....	310
Supportive Services for Veteran Families	383
Supported Services for Veteran Families – Priority One	143
Dormitory.....	37
HAMCO (Hamilton County Block Grant Program)	125
Placement Assistance Center	583
TBRA – KY	13
Work Adjustment Services.....	641
Placement Services – Woodlawn	442
Sheltered Employment.....	404
Job Coaching – Woodlawn	588
Skills Training.....	139
Work Evaluation – Woodlawn.....	166
Temporary Employment Services.....	17
Center for Advocacy, Recreation and Education (CARE)	99
Total Services	4,629
Total Clients Placed Into Competitive Employment.....	919
*Total Clients Served	3,532

* Some clients received more than one service. Also note that Transportation and Medical (Nursing) services are excluded above which would total 58,080 trips and 13,000 units of service respectively

COMMUNITY IMPACT

ECONOMIC NUMBERS

Total Wages Paid by Goodwill	\$21,631,022
Total Wages Earned by Placed Clients	15,539,904
Total Taxes Paid by Employees, Goodwill and Outside Employees	10,816,739
Other Expenses (Goodwill Only)	17,831,107
Governmental Assistance Saved.....	8,887,158
Economic Impact (Total of Above Figures)	\$74,705,930
Total Rehabilitation Service Fees.....	13,648,355
Ratio of Community Impact/Service Fees.....	\$5.47:\$1.00

INDIVIDUAL NUMBERS

Clients.....	3,532
Employees.....	1,903
Donors.....	751,042
Store Customers	1,237,240
Volunteers.....	127
Businesses Involved with Goodwill.....	141
Total Individuals and Business affected by Goodwill.....	1,993,985

EMPLOYEE NUMBERS

Average Number of Employees/Day	767
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RECYCLING NUMBERS

Textiles	13,882,907
Hard Goods	35,148,467
Cardboard.....	56,110
Steel/Electronic Eq.	154,370
Office Paper	32,540
Total Product Recycled.....	49,274,394

2015 FINANCIAL STATISTICS:

FUNDS WERE RECEIVED FROM

Store Sales & Salvage	22,706,650
Industrial Contracts	4,071,187
Rehabilitation Services/Grants.....	13,648,632
Contributions & United Way.....	345,390
Other Revenue	468,426
Total Funds Received.....	\$41,240,285

FUNDS WERE USED FOR

Salaries, Wages, Employment Benefits & Payroll Taxes.....	26,476,567
Operating Expenses	11,101,381
Debt Repayment	- 0 -
Capital Expenditures	4,644,128
Interest in General Fund	< 981,791>
Total Funds Used	\$41,240,285

FINANCIAL CONDITION

Cash & Investments.....	\$34,901,156
Accounts Receivable	1,894,117
Inventory.....	7,014,178
Prepaid Expenses.....	345,312
Land, Building, & Equipment (Net)	22,605,821
Total Assets.....	\$66,760,584

LIABILITIES & NET WORTH

Accounts Payable.....	\$1,131,484
Accrued Expenses & Taxes	1,078,920
Deferred Revenue.....	233,671
Notes Payable.....	13,090,000
Other Liabilities	1,001,345
Total Liabilities.....	\$16,535,420
Net Worth	\$50,225,164
Total Liabilities & Net Worth	\$66,760,584

% of Programmatic Expenses / Revenue Ratios

Program Expenses		
\$35,945,630		87.2% of Revenues
Management & General Expenses		
\$3,563,406		8.6% of Revenues
Fundraising Expenses		
\$306,021		.7% of Revenues
Totals		
\$39,815,057		96.5% of Revenues



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LinkedIn

www.linkedin.com/company/ohio-valley-goodwill-industries

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AWARDS:

2016

- 2016 C-Suite CFO of the Year Award Finalist, Cincinnati Business Courier - Doug Ostholthoff
- Hamilton County Commissioners Proclaimed Friday, June 3rd, 2016 as "Goodwill Industries Day throughout all of Hamilton County" in recognition of Goodwill's 100th Anniversary of Service.
- 2016 Butler County Board of Developmental Disabilities Community Recognition Award- Matt Burnheimer and Michael Johnson
- 2016 Community Pillar Nonprofit Board Executive of the Year - Joe Walter, from SmartBusiness Magazine and Medical Mutual

2015

- 2015 SWORA "Rehabilitation Practitioner of the Year" Award - Matt Burnheimer, Employment Services Supervisor
- 2015 Oticon Focus on People Advocacy Award Winner - Camilla Gilbert, OVGI Employment Specialist.
- 2015 CEO of the Year Award- non-profit from The Business Courier - CEO and President Joe Byrum

Professional Affiliations:

Human Services Chamber of Hamilton County
National Rehabilitation Association
Ohio Provider Resource Association
Ohio Rehabilitation Association
Southwest Ohio Rehabilitation Association
Ohio Association of Goodwill Industries
Source America
ACCSES
Society for Human Resources Management
Cincinnati USA Regional Chamber
Woodlawn Chamber of Commerce

An Equal Opportunity Employer and Services Provider

Accredited by: The Commission on Accreditation of Rehabilitation Facilities (CARF)

Ohio Valley Goodwill Industries is a 501(c) 3 tax exempt organization

The on-going generosity of citizens in the Greater Cincinnati community has helped the organization to maintain its environmental commitment to re-use, re-new and recycle.

2016 Annual Report written by George Palmer, Director Public Relations and Marketing

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