

# Ohio Valley Goodwill Industries



2017  
Annual Report



*we put people<sup>®</sup> to work!*

Helping People  
**Empowering**  
Caring support  
Enriching Lives  
Personal  
Success

Creating  
Jobs

# WELCOME

Ohio Valley Goodwill Industries is pleased to present this year's 2017 Annual Report. We are proud of the success that our staff and program participants have achieved during the past year and pause to reflect on the many milestones that have been achieved.

In our continuing commitment to environmental preservation, the organization helped to recycle over 53 million pounds of donated product including textiles, household goods and other donations. We also have chosen to be an environmental steward and present this publication with only the most important yearly information.

We encourage you to visit our website at [www.cincinnatiatgoodwill.org](http://www.cincinnatiatgoodwill.org) for continuing information, news, success stories and to keep current with Ohio Valley Goodwill's accomplishments.



Ohio Valley Goodwill thanks Greater Cincinnati for its on going support of our mission.

*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.*

## BOARD OF DIRECTORS

Charles C. Wright  
*Wright Brothers, Inc.*  
Chairman

Jim Armour  
Vice Chairman

Jane Fete  
*Tape Products Company*  
Second Vice Chairman

Dennis J. Barron  
*Frost Brown Todd, LLC*  
Secretary

Jonathon D. McCann, CFA  
Treasurer

Kendra Bach  
*Wells Fargo Bank, N.A.*

Sue Bureson  
*Service Guild* President

Keith Cheesman

Linda Eslick

Tim Holt

Joy Packer

Tim Mooney

William M. Stewart

Brad Thiery  
*Multi Craft*

Douglas D. Thomson  
*Frost Brown Todd LLC*

Joe Walter  
*Forcht National Bank*

## MEMBERS

JoAn Armour

Al Cambridge

Paul Davis

Richard Davis  
*US Bancorp*

John Magyar

## EXECUTIVE STAFF

Joseph S. Byrum  
President and Chief Executive Officer

Jo Ann Decker  
Vice President, Rehabilitation Services

Doug Ostholthoff  
Vice President, Administrative Services

Jeff Eastham  
Director of Operations

Michael Flannery  
Public Information Officer

Keith Koerner  
Director, Facilities and Security

George Palmer  
Director, Public Relations and Marketing

## SERVICES PROVIDED DURING 2016

Ohio HVRP.....	345
Northern Kentucky HVRP.....	140
HUD Rapid Re-Housing I and II (combined).....	213
Supportive Services for Veteran Families.....	441
Supported Services for Veteran Families – Priority One.....	158
Dormitory.....	34
HAMCO.....	121
Placement Assistance Center.....	484
TBRA – KY.....	0
Work Adjustment Services.....	690
Placement Services – Woodlawn.....	538
Sheltered Employment.....	449
Job Coaching – Woodlawn.....	660
Skills Training.....	85
Work Evaluation – Woodlawn.....	149
Temporary Employment Services.....	11
Center for Advocacy, Recreation and Education.....	81
<b>Total Services.....</b>	<b>4,599</b>
<b>Total Clients Placed Into Competitive Employment.....</b>	<b>1,007</b>
<b>*Total Clients Served.....</b>	<b>3,516</b>

\* Some clients received more than one service. Also note that Transportation and Medical (Nursing) services are excluded above which would total 57,160 trips and 13,180 units of service respectively

## COMMUNITY IMPACT

### ECONOMIC NUMBERS

Total Wages Paid by Goodwill.....	\$22,244,533
Total Wages Earned by Placed Clients.....	17,453,644
Total Taxes Paid by Employees, Goodwill and Outside Employees.....	11,552,169
Other Expenses (Goodwill Only).....	16,366,138
Governmental Assistance Saved.....	9,730,641
<b>Economic Impact (Total of Above Figures).....</b>	<b>\$77,347,125</b>

<b>Total Rehabilitation Service Fees.....</b>	<b>12,619,275</b>
Ratio of Community Impact/Service Fees.....	\$6.12:\$1.00

### INDIVIDUAL NUMBERS

Clients.....	3,516
Employees.....	1,971
Donors.....	805,943
Store Customers.....	1,270,240
Volunteers.....	132
Businesses Involved with Goodwill.....	147
Total Individuals and Business affected by Goodwill.....	2,081,949

### EMPLOYEE NUMBERS

Average Number of Employees/Day.....	776
--------------------------------------	-----

### RECYCLING NUMBERS

Textiles.....	11,894,288
Hard Goods.....	41,720,302
Cardboard.....	55,140
Steel/Electronic Eq.....	86,970
Office Paper.....	34,490
<b>Total Product Recycled.....</b>	<b>53,791,190</b>

## 2016 FINANCIAL STATISTICS:

### FUNDS WERE RECEIVED FROM

Store Sales & Salvage.....	\$23,609,869
Industrial Contracts.....	4,087,417
Rehabilitation Services/Grants.....	12,619,275
Contributions & United Way.....	312,616
Other Revenue.....	714,918
<b>Total Funds Received.....</b>	<b>\$41,344,095</b>

### FUNDS WERE USED FOR

Salaries, Wages, Employment Benefits & Payroll Taxes.....	27,518,324
Operating Expenses.....	10,341,660
Debt Repayment.....	- 0 -
Capital Expenditures.....	2,340,571
Net Change in General Fund.....	1,143,540
<b>Total Funds Used.....</b>	<b>\$41,344,095</b>

### FINANCIAL CONDITION

Cash & Investments.....	\$34,063,845
Accounts Receivable.....	2,056,576
Inventory.....	6,060,169
Prepaid Expenses.....	174,854
Land, Building, & Equipment (Net).....	22,987,634
<b>Total Assets.....</b>	<b>\$65,343,078</b>

### LIABILITIES & NET WORTH

Accounts Payable.....	\$1,234,424
Accrued Expenses & Taxes.....	1,175,068
Deferred Revenue.....	137,671
Notes Payable.....	10,290,000
Other Liabilities.....	1,010,147
<b>Total Liabilities.....</b>	<b>\$13,847,310</b>

**Net Worth.....** \$51,495,768

**Total Liabilities & Net Worth.....** \$65,343,078

### % of Programmatic Expenses / Revenue Ratios

Program Expenses	\$36,140,775	87.3% of Revenues
------------------	--------------	-------------------

Management & General Expenses	\$ 3,433,981	8.3% of Revenues
-------------------------------	--------------	------------------

Fundraising Expenses	\$ 298,077	.7% of Revenues
----------------------	------------	-----------------

<b>Totals</b>	<b>\$39,836,833</b>	<b>96.3% of Revenues</b>
---------------	---------------------	--------------------------



*we put people to work!*

Find us on  
**Facebook**

[facebook.com/cincigoodwill](https://facebook.com/cincigoodwill)

**LinkedIn**

[linkedin.com/company/ohio-valley-goodwill-industries](https://linkedin.com/company/ohio-valley-goodwill-industries)

**Pinterest**

[pinterest.com/cincigoodwill](https://pinterest.com/cincigoodwill)

**YouTube**

[youtube.com.CinciGoodwill](https://youtube.com.CinciGoodwill)

**twitter**

[twitter.com/GOODWILLCINCI](https://twitter.com/GOODWILLCINCI)



[instagram.com/cincigoodwill](https://instagram.com/cincigoodwill)

## AWARDS:

### 2017

- #1 Brand in World Brand Value Index 2017 as reported by Fast Company Magazine
- 2017 Community Recognition Award Recipients - Brianne Hoagland, Angela Muchmore and Ann Walters. Presented by Butler County Board of Developmental Disabilities
- 2017 Best of Cincinnati Award for Best Thrift Stores from CityBeat Magazine

### 2016

- 2016 Charitable All Star, Joseph Walter, Cincy Magazine
- 2016 Ohio Rehabilitation Association Award Recipient - Antonio Adams, Doris Brennan Award Winner, nominated by Ohio Valley Goodwill Industries
- 2016 Best Workplace in Ohio
- 2016 Meritorious Service Award, National Coalition for Homeless Veterans - Bill Darnell and John Briggs, Veterans Services team

## Professional Affiliations:

ACCES

Cincinnati USA Regional Chamber

Human Services Chamber of Hamilton County

National Rehabilitation Association

Ohio Association of County Boards of Developmental Disabilities Services

Ohio Association of Goodwill Industries

Ohio Rehabilitation Association

Society for Human Resources Management

Southwest Ohio Rehabilitation Association

SourceAmerica

Southwest Ohio Employment Collaborative

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.

2017 Annual Report written by George Palmer, Director Public Relations and Marketing  
Artistic Concept and Design: Wilz Design, Inc.

