



*we put people to work!*

# 2018 Ohio Valley Goodwill Industries Annual Report

# 2017 Ohio Valley Goodwill Impact...

## 917

**Total Clients Placed into Competitive Employment**



**Donations Increase in 2017**  
Over 829,958 contributors donated to one of Goodwill's donation centers.



**Shoppers Love Goodwill**  
Over 1.2 MILLION individuals shopped in our stores in 2017.

## 4,328

**Total Services Provided in 2017**

## 1,240,076

**RETAIL STORE CUSTOMERS**



### SERVICES PROVIDED DURING 2017

Ohio HVRP.....	355
HUD Rapid Re-Housing .....	217
Supportive Services for Veterans Families .....	404
Dormitory.....	24
HAMCO.....	121
Placement Assistance Center .....	644
Work Adjustment Services.....	662
Placement Services .....	485
Sheltered Employment.....	444
Job Coaching.....	733
Skills Training.....	68
Work Evaluation .....	81
Temporary Employment Services.....	7
Center for Advocacy, Recreation and Education.....	83
<b>Total Services .....</b>	<b>4328</b>
<b>Total Clients Placed Into Competitive Employment.....</b>	<b>917</b>
<b>*Total Individuals Served .....</b>	<b>3,425</b>

*\*Some individuals received more than one service. Also, note that Transportation and Medical services are excluded above which would total 58,760 trips and 13,210 units of service respectively.*

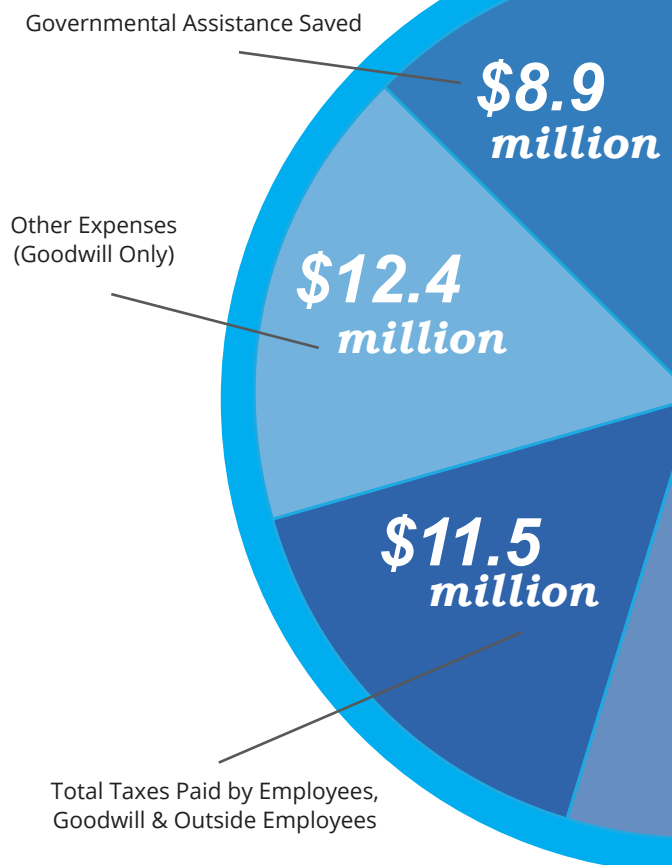
### Cleaning Up Our Environment

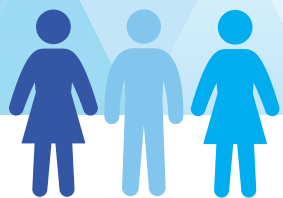
Goodwill was able to redirect more than **54.7 MILLION** pounds of goods from going to landfills.



## \$72,657,463

**TOTAL ECONOMIC IMPACT**





**Total Rehabilitation Service Fees..... \$11,996,718**  
 Ratio of Community Impact/Service Fees.....\$6.06: \$1.00

#### Individual Numbers

Clients..... 3,425  
 Employees..... 2,020  
 Donors..... 829,958  
 Store Customers ..... 1,240,076  
 Volunteers..... 117  
 Businesses Involved with Goodwill ..... 138  
**Total Individuals and Business affected by Goodwill ..... 2,075,734**

#### Employee Numbers

Average Numbers of Employees /Day ..... 788

#### Recycling Numbers

Textiles ..... 13,344,900  
 Hard Goods ..... 41,223,143  
 Cardboard..... 52,100  
 Steel/Electronic Equipment ..... 75,110  
 Office Paper ..... 35,670

**Total Product Recycled..... 54,730,923**



Total Wages Paid by Goodwill

**\$22.9  
million**

**\$17.0  
million**

Total Wages Earned by Placed Clients

## 2017 FINANCIAL STATISTICS:

#### FUNDS WERE RECEIVED FROM

Store Sales & Salvage .....\$24,514,064  
 Industrial Contracts ..... 4,049,827  
 Rehabilitation Services/Grants ..... 11,996,718  
 Contributions & United Way..... 288,673  
 Other Revenue ..... 860,828  
**Total Funds Received..... \$41,710,110**

#### FUNDS WERE USED FOR

Salaries, Wages, Employment Benefits & Payroll  
 Taxes.....\$27,479,271  
 Operating Expenses .....\$10,421,099  
 Debt Repayment ..... -0-  
 Capital Expenditures ..... \$1,362,470  
 Net Change in General Fund ..... \$2,447,270  
**Total Funds Used..... \$41,710,110**

#### FINANCIAL CONDITION

Cash & Investments.....\$36,153,281  
 Accounts Receivable.....\$1,581,673  
 Inventory ..... \$5,733,036  
 Prepaid Expenses..... \$215,079  
 Land, Building, & Equipment (Net) ..\$22,290,797  
**Total Assets ..... \$65,973,866**

#### LIABILITIES & NET WORTH

Accounts Payable..... \$1,403,306  
 Accrued Expenses & Taxes ..... \$1,117,770  
 Deferred Revenue..... \$ 53,327  
 Notes Payable..... \$7,490,000  
 Other Liabilities ..... 805,551  
 Total Liabilities.....\$10,869,954  
 Net Worth ..... \$55,103,912  
**Total Liabilities and Net Worth... \$65,973,866**

#### % of Programmatic Expenses / Revenue Ratios

Program Expenses  
 \$36,267,055 ..... 86.9% of Revenues  
 Management & General Expenses  
 \$3,533,848 ..... 8.4% of Revenues  
 Fundraising Expenses  
 \$284,751 ..... .7% of Revenues

#### Totals

**\$40,085,654 ..... 96.0% of Revenues**



## Ohio Valley Goodwill - We are the Community!

### *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**, *Chairman*  
Wright Brothers, Inc.

**Jim Armour**, *Vice Chairman*

**Jane Fette**, *Second Vice Chairman*  
Tape Products Company

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

**Jonathon D. McCann**, *CFA, Treasurer*

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

**Sue Burreson**  
Service Guild President

**Keith Cheesman**

**Linda Eslick**

**Vada Hill**

**Tim Holt**

### Joy Packer

Tim Mooney

William M. Stewart

Brad Thiery

Multi Craft

Douglas D. Thomson

Frost Brown Todd LLC

Joe Walter

### MEMBERS

JoAn Armour

Al Cambridge

Paul Davis

Richard Davis

US Bancorp

John Magyar

### EXECUTIVE STAFF

**Joseph S. Byrum**  
*President and Chief Executive Officer*

**Steve Koons**  
*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*

**Sharon Hannon**  
*Marketing Director*

### PROFESSIONAL AFFILIATIONS:

ACCSES  
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  
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.

2018 Annual Report written by Sharon Hannon, Marketing Director  
Artistic Concept and Design: Wilz Design, Inc.



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