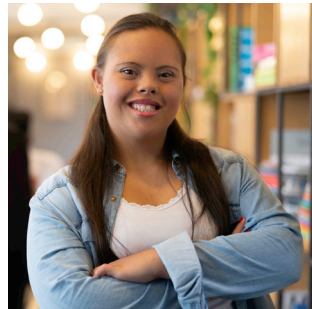




2019 ANNUAL REPORT



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.

SERVICES PROVIDED DURING 2018

Ohio HVRP.....	296
HUD Rapid Re-Housing I and II (combined).....	124
Supportive Services for Veterans Families	160
Dormitory.....	50
HAMCO.....	130
Placement Assistance Center	961
Work Adjustment Services.....	636
Placement Services	405
Sheltered Employment.....	408
Job Coaching.....	749
Skills Training.....	59
Work Evaluation	29
Temporary Employment Services.....	89
Center for Advocacy, Recreation and Education.....	87
Total Services	4,183
Total Clients Placed Into Competitive Employment.....	907
*Total Individuals Served.....	3,599

3599+
services provided in 2018

** Some individuals received more than one service. Also, note that Transportation and Medical (Nursing) services are excluded above which would total 58,110 trips and 13,200 units of service respectively.*

FINANCIAL STATISTICS

FUNDS WERE RECEIVED FROM

Store Sales & Salvage	\$ 25,243,293
Industrial Contracts	4,024,573
Rehabilitation Services/Grants.....	11,689,763
Contributions & United Way.....	279,425
Other Revenue	577,836
Total Funds Received.....	\$ 41,814,890

FUNDS WERE USED FOR

Salaries, Wages, Employee Benefits & Payroll Taxes	\$ 27,213,461
Operating Expenses	10,602,557
Debt Repayment	2,800,000
Depreciation Expenses.....	1,956,616
Increase in General Fund.....	-757,744
Total Funds Used.....	\$ 41,814,890

FINANCIAL CONDITION

Assets:

Cash & Investments.....	\$ 32,904,561
Accounts Receivable.....	2,174,118
Inventory.....	6,272,018
Prepaid Expenses.....	267,485
Land, Building & Equipment (Net)	22,846,390
Total Assets	\$ 64,464,572

LIABILITIES & NET WORTH

Accounts Payable.....	\$ 1,442,128
Accrued Expenses & Taxes	980,703
Deferred Revenue.....	16,541
Notes Payable.....	5,490,000
Other Liabilities.....	0
Total Liabilities.....	\$ 7,929,372
Net Worth	\$ 56,535,200
Total Liabilities & Net Worth.....	\$ 64,464,572

% of Programmatic Expenses/Revenue Ratios

Program Expenses	\$36,118,578	86.6% of Revenues
Management & General Expenses	\$3,552,483	8.5% of Revenues
Fundraising Expenses	\$291,299	.7% of Revenues
Totals	\$39,962,360	95.8% of Revenues



Goodwill was able to redirect
55,605,700
pounds of goods from going to landfills.

to find the closest
Goodwill Attended Donation Center
near you, visit us at
cincinnati.goodwill.org/donate/



BOARD OF DIRECTORS

Charles C. Wright, Chairman
Wright Brothers, Inc.

Bill Courtney, Vice Chairman

Jane Fette, Second Vice Chairman
Tape Products Company

Douglas D. Thomson, Secretary
Frost Brown Todd LLC

Keith Cheesman, Treasurer

Jim Armour

Kendra Bach
Wells Fargo Bank, N.A.

Sue Burreson, Service Guild President

Shane Satterfield

William M. Stewart

Joe Walter
iHeartMEDIA

MEMBERS

JoAn Armour

Dennis J. Barron

Al Cambridge

Paul Davis

Richard Davis

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



COMMUNITY IMPACT

ECONOMIC NUMBERS

Total Wages Paid by Goodwill	\$ 22,744,635
Total Wages Earned by Placed Clients	16,952,536
Total Taxes Paid by Employees, Goodwill and Outside Employees	8,812,772
Other Expenses (Goodwill Only)	13,345,569
Governmental Assistance Saved.....	9,002,741
Economic Impact (Total of Above Figures).....	\$ 70,858,253

Total Rehabilitation Service Fees.....	11,689,763
Ratio of Community Impact/Service Fees	\$6.06:\$1.00



INDIVIDUAL NUMBERS

Clients.....	3,599
Employees.....	1,854
Donors.....	831,260
Store Customers	1,210,243
Volunteers.....	124
Businesses Involved with Goodwill.....	147
Total Individuals and Business affected by Goodwill.....	2,047,227



RECYCLING NUMBERS

Textiles	13,539,510
Hard Goods.....	41,889,470
Cardboard.....	50,110
Steel/Electronic Eq.	91,180
Office Paper	35,430
Total Product Recycled.....	55,605,700

Average Number of Employees/Day	801
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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
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.

2019 Annual Report written by Sharon Hannon, Marketing Director
Artistic Concept and Design: Wilz Design, Inc.

