



# 2020 Annual Report



## FINANCIAL STATISTICS

### FUNDS WERE RECEIVED FROM

Store Sales & Salvage .....	\$ 25,670,757
Industrial Contracts .....	4,484,966
Rehabilitation Services/Grants .....	9,798,445
Contributions & United Way .....	283,505
Other Revenue .....	4,564,775
<b>Total Funds Received .....</b>	<b>\$ 44,802,448</b>

### FUNDS WERE USED FOR

Salaries, Wages, Employee Benefits & Payroll Taxes .....	\$ 27,650,993
Operating Expenses .....	9,983,323
Debt Repayment .....	2,800,000
Depreciation Expenses .....	1,932,736
Increase in General Fund .....	2,435,396
<b>Total Funds Used .....</b>	<b>\$ 44,802,448</b>

### FINANCIAL CONDITION

Assets:	
Cash & Investments .....	\$ 36,754,731
Accounts Receivable .....	1,652,059
Inventory .....	6,851,583
Prepaid Expenses .....	244,708
Land, Building & Equipment (Net) .....	22,217,610
<b>Total Assets .....</b>	<b>\$ 67,720,691</b>

### LIABILITIES & NET WORTH

Accounts Payable .....	\$ 1,478,806
Accrued Expenses & Taxes .....	2,554,897
Deferred Revenue .....	81,189
Notes Payable .....	1,890,000
Other Liabilities .....	0
<b>Total Liabilities .....</b>	<b>\$ 6,004,892</b>
<b>Net Worth .....</b>	<b>\$ 61,715,799</b>
<b>Total Liabilities &amp; Net Worth .....</b>	<b>\$ 67,720,691</b>

### % of Programmatic Expenses/Revenue Ratios

Program Expenses		
\$35,319,102	85.7%	of Operating Revenues
Management & General Expenses		
\$3,933,255	9.5%	of Operating Revenues
Fundraising Expenses		
\$314,695	.9%	of Operating Revenues
<b>Totals</b>		
<b>\$39,567,052</b>	<b>96.1%</b>	<b>of Operating Revenues</b>

*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 2019

Ohio HVRP .....	347
HUD Rapid Re-Housing I and II (combined) .....	145
Supportive Services for Veterans Families .....	75
Dormitory .....	58
Summer Youth Program .....	103
Placement Assistance Center .....	1024
Work Adjustment Services .....	607
Placement Services .....	386
Sheltered Employment .....	415
Job Coaching .....	611
Skills Training .....	43
Work Evaluation .....	38
Temporary Employment Services .....	14
Center for Advocacy, Recreation and Education .....	87

<b>Total Services .....</b>	<b>3,953</b>
<b>Total Clients Placed Into Competitive Employment .....</b>	<b>877</b>
<b>*Total Individuals Served .....</b>	<b>3,389</b>



# COMMUNITY IMPACT

## ECONOMIC NUMBERS

Total Wages Paid by Goodwill .....	\$ 23,098,442
Total Wages Earned by Placed Clients .....	19,001,027
Total Taxes Paid by Employees, Goodwill and Outside Employees .....	7,948,379
Other Expenses (Goodwill Only) .....	12,917,059
Governmental Assistance Saved.....	6,751,168
<b>Economic Impact (Total of Above Figures).....</b>	<b>\$ 69,716,075</b>
<b>Total Rehabilitation Service Fees.....</b>	<b>9,795,154</b>
Ratio of Community Impact/Service Fees .....	\$7.12:\$1.00

## INDIVIDUAL NUMBERS

Clients.....	3,389
Employees.....	2,297
Donors.....	845,184
Store Customers .....	1,222,001
Volunteers.....	62
Businesses Involved with Goodwill.....	136
<b>Total Individuals and Business affected by Goodwill .....</b>	<b>2,073,069</b>



## RECYCLING NUMBERS

Textiles .....	13,529,659
Hard Goods.....	39,176,241
Cardboard .....	48,160
Steel/Electronic Eq. ....	45,590
Office Paper .....	36,220
<b>Total Product Recycled.....</b>	<b>52,835,870</b>
Average Number of Employees/Day .....	768

## PROFESSIONAL AFFILIATIONS:

### ACCSES

- Cincinnati USA Regional Chamber
- Human Services Chamber of Hamilton County
- National Rehabilitation Association
- Ohio 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.

2020 Annual Report written by Sharon Hannon, Marketing Director  
Artistic Concept and Design: Wilz Design, Inc.

## BOARD OF DIRECTORS

- Bill Courtney, Chairman
- Clark Dietrich
- Kendra Bach, Vice Chair
- Wells Fargo Bank, N.A.
- Douglas D. Thomson, Secretary
- Frost Brown Todd LLC
- Keith Cheesman, Treasurer
- Sue Bureson, Service Guild President
- Unique Kizer
- Arthur J. Gallagher
- Shane Satterfield
- William M. Stewart
- Rosselot Financial Group
- Joe Walter
- iHeartMEDIA
- Charles C. Wright
- Wright Brothers

## EXECUTIVE STAFF

- Joseph S. Byrum
- President and Chief Executive Officer
- Doug Ostholthoff
- Vice President, Administrative Services
- Mark Hiemstra
- Chief Operating Officer
- Steve Koons
- Vice President, Rehabilitation Services
- Jeff Eastham
- Director of Operations
- Michael Flannery
- Public Information Officer
- Keith Koerner
- Director, Facilities and Security
- Sharon Hannon
- Marketing Director

