



Ohio Valley Goodwill 2023 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.



total individuals served
1,769



total economic impact
\$ 64,199,834



total pounds recycled
44,136,722

BOARD OF DIRECTORS

Bill Courtney, Chairman - *Clark Dietrich*
Kendra Bach, Vice Chair - *Wells Fargo Bank, N.A.*
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Charles C. Wright - *Wright Brothers*

EXECUTIVE STAFF

Mark Hiemstra, *President and Chief Executive Officer*
Joseph S. Byrum, *President - Retired*
Mike Speed, *Chief Financial Officer*
Jeff Eastham, *Vice President of Contributed Goods*
Michael Flannery, *Public Information Officer*
Sharon Hannon, *Marketing Director*
Keith Koerner, *Director, Facilities and Security*
Steve Koons, *Vice President, Rehabilitation Services*

community impact

ECONOMIC

Total Wages Paid by Goodwill	\$19,886,336
Total Wages Earned by Placed Clients	\$14,360,037
Total Taxes Paid by Employees, Goodwill and Placed Employees.....	\$8,561,593
Other Expenses (Goodwill Only)	\$13,731,736
Governmental Assistance Saved.....	\$7,660,132
Economic Impact (Total of Above Figures).....	\$64,199,834
Total Rehabilitation Service Fees.....	\$6,996,773
Ratio of Community Impact/Service Fees.....	\$9.17:\$1.00

INDIVIDUALS

Clients.....	2,879
Employees.....	1,206
Donors.....	738,095
Store Customers	1,013,538
Volunteers.....	40
Businesses Involved with Goodwill.....	68
Total Individuals and Businesses Impacted by Goodwill	1,755,826



RECYCLING

Textiles	13,364,675
Hard Goods	30,377,866
Cardboard.....	41,320
Metal.....	171,542
Office Paper	38,660
E-Waste	142,659
Total Pounds Recycled.....	44,136,722



financial statistics

FUNDS WERE RECEIVED FROM

Store Sales & Salvage	\$27,292,274
Industrial Contracts	\$5,007,609
Rehabilitation Services/Grants	\$6,996,773
Contributions & United Way	\$209,381
Other Revenue	-\$575,292
Total Funds Received	\$38,930,745

FUNDS WERE USED FOR

Salaries, Wages, Employee Benefits & Payroll Taxes	\$23,745,218
Operating Expenses	\$9,872,854
Debt Repayment	\$0
Depreciation Expenses	\$1,840,997
Increase in General Fund	\$3,471,676
Total Funds Used	\$38,930,745

FINANCIAL CONDITION (Assets)

Cash & Investments	\$47,074,317
Accounts Receivable	\$1,682,891
Inventory	\$6,420,873
Prepaid Expenses	\$311,618
Right of Use Assets - Operating Leases	\$7,857,295
Land, Building & Equipment (Net)	\$21,964,401
Total Assets	\$85,311,395

FINANCIAL CONDITION (Liabilities / Net Worth)

Accounts Payable	\$283,649
Accrued Depreciation & Taxes	\$2,043,459
Deferred Revenue	\$16,325
Lease Liability - Short Term	\$719,765
Lease Liability - Long Term	\$6,930,588
Other Liabilities	\$1,480,924
Total Liabilities	\$11,474,710
Net Worth	\$73,836,685
Total Liabilities & Net Worth	\$85,311,395

PERCENT OF PROGRAMMATIC EXPENSES/REVENUE RATIOS

Totals	\$35,443,506	91.00 Percent of Operating Revenues
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SERVICES PROVIDED DURING 2022

Center for Advocacy, Recreation & Education....	47
Dormitory.....	63
HUD Rapid Re-Housing I and II (combined).....	67
Job Coaching - Woodlawn	239
Ohio HVRP.....	541
Placement Assistance Center	452
Placement Services - Woodlawn	291
Sheltered Employment.....	N/A
Skills Training.....	24
Summer Youth Program	43
Temporary Employment Services.....	N/A
Work Adjustment Services.....	297
Individual Employment (Job Retention)	221
Work Evaluation - Woodlawn	31
Total Services	2,316
Total Clients Placed Into	
Competitive Employment	759
*Total Clients Served	1,769
Average Number of Employees/Day	641

**Some clients received more than one service. Also please note that Transportation and Medical (Nursing) are excluded above which would total: 31,000 trips and 4,032 units of service respectively.*

PROFESSIONAL AFFILIATIONS

- ACCSES
- Cincinnati USA Regional Chamber
- Ohio Association of County Boards of Developmental Disabilities Services
- Ohio Association of Goodwill Industries
- Society of Human Resources Management
- SourceAmerica
- Southwest Ohio Employment Collaborative

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.

2023 Annual Report written by Sharon Hannon, Marketing Director
Artistic Concept and Design: Wilz Design, Inc.

