



# Ohio Valley Goodwill

# ANNUAL REPORT

JANUARY 2023 - DECEMBER 2023



*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  
**2,208**



total economic impact  
**\$53,243,448**



total products recycled  
**44,562,779**

## community impact

### ECONOMIC NUMBERS

Total Wages Paid by Goodwill .....	\$22,377,866
Total Wages Earned by Placed Clients .....	\$5,957,184
Total Taxes Paid by Employees, Goodwill and Outside Employees ...	\$7,083,763
Other Expenses (Goodwill Only) .....	\$12,956,395
Governmental Assistance Saved .....	\$4,868,241
<b>Economic Impact (Total of Above Figures) .....</b>	<b>\$53,243,448</b>
<b>Total Rehabilitation Service Fees .....</b>	<b>\$6,969,237</b>
Ratio of Community Impact/Service Fees .....	\$7.64 : \$1.00

### INDIVIDUAL NUMBERS

Clients .....	2,095
Employees.....	1,194
Donors .....	790,500
Store Customers .....	1,076,785
Volunteers .....	40
Businesses Involved with Goodwill .....	69
<b>Total Individuals and Businesses affected by Goodwill .....</b>	<b>1,870,683</b>

### RECYCLING NUMBERS

Textiles .....	18,448,385
Hard Goods .....	25,550,003
Cardboard .....	105,620
Metal .....	236,000
Office Paper .....	53,040
E-Waste .....	169,731
<b>Total Product Recycled.....</b>	<b>44,562,779</b>



### BOARD OF DIRECTORS

- Kathy Arar
- Kendra Bach
- Keith Cheesman
- Bill Courtney
- Joe Walter
- Sue Burreson
- Zach Horn
- Zach Kempton
- Unique Kizer
- Kim Mauer
- Shane Satterfield
- Jennifer Smith
- Charlie Wright

### EXECUTIVE STAFF

- Mark Hiemstra, *President and Chief Executive Officer*
- Mike Speed, *Chief Financial Officer*
- Jeff Eastham, *Vice President Operations*
- Steve Koons, *Vice President Mission Services*
- Michael Flannery, *Public Information Officer*
- Sharon Hannon, *Marketing Director*
- Keith Koerner, *Director, Facilities and Security*
- Kelly Schoembs, *Vice President Human Resources*
- Dawn Corley, *Vice President of Retail Services*



# financial statistics



## SERVICES PROVIDED DURING 2023

Center for Advocacy, Recreation & Education.....	7,267
Dormitory.....	19,763
HUD Rapid Re-Housing I and II (combined).....	1,116
Job Coaching - Woodlawn .....	9,284
Ohio HVRP.....	1,331
Placement Assistance Center .....	553
Placement Services - Woodlawn .....	181
Sheltered Employment.....	0
Pre-Employment Training Services.....	45
Skills Training.....	0
Summer Youth Program .....	109
Community Based Assessment.....	125
Work Adjustment Services.....	46,041
Individual Employment Supports (Job Retention) .....	3,436
Work Evaluation - Woodlawn .....	0
<b>Total Services .....</b>	<b>89,251</b>
<b>Total Clients Placed Into Competitive Employment .....</b>	<b>430</b>
<b>*Total Clients Served .....</b>	<b>2,208</b>

Average Number of Employees / Day ..... 693

*\*Some clients received more than one service. Also please note that Transportation and Medical (Nursing) are excluded above which would total 45,130 trips and 4,043 units of service respectively.*

## FUNDS WERE RECEIVED FROM

Store Sales and Salvage .....	\$28,350,620
Industrial Contracts .....	\$5,950,121
Rehabilitation Services/Grants.....	\$6,969,237
Contributions and United Way.....	\$234,860
Other Revenue .....	\$756,006
<b>Total Funds Received.....</b>	<b>\$42,260,844</b>

## FUNDS WERE USED FOR

Salaries, Wages, Employee Benefits and Payroll Taxes.....	\$26,801,067
Operating Expenses .....	\$10,329,502
Debt Repayment .....	\$0
Depreciation Expenses.....	\$1,933,336
Increase in General Fund .....	\$5,669,251
<b>Total Funds Used.....</b>	<b>\$44,733,156</b>

## FINANCIAL CONDITION (Assets)

Cash & Investments.....	\$54,423,462
Accounts Receivable .....	\$1,829,762
Inventory .....	\$7,103,195
Prepaid Expenses.....	\$420,739
Right of Use Assets – Operating Leases .....	\$8,533,620
Land, Building & Equipment (net).....	\$22,010,344
<b>Total Assets .....</b>	<b>\$94,321,122</b>

## FINANCIAL CONDITION (Liabilities / Net Worth)

Accounts Payable .....	\$228,302
Accrued Depreciation & Taxes .....	\$1,906,046
Deferred Revenue.....	\$16,325
Lease Liability - Short Term .....	\$850,781
Lease Liability – Long Term.....	\$7,925,493
Other Liabilities .....	\$1,471,949
<b>Total Liabilities.....</b>	<b>\$12,398,896</b>
<b>Net Worth .....</b>	<b>\$81,922,226</b>
<b>Total Liabilities &amp; Net Worth.....</b>	<b>\$94,321,122</b>

## PERCENT OF PROGRAMMATIC EXPENSES/REVENUE RATIOS

Program Expenses	\$32,503,720	76.90 Percent of Operating Revenues
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Management & General Expenses	\$6,237,913	14.80 Percent of Operating Revenues
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Fundraising Expenses	\$349,629	0.80 Percent of Operating Revenues
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<b>Totals</b>	<b>\$39,091,262</b>	<b>92.50 Percent of Operating Revenues</b>

## PROFESSIONAL AFFILIATIONS

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

An Equal Opportunity Employer and Service Provider

Accredited by: The Commission on Accreditation of Rehabilitation Facilities (CARF)

Ohio Valley Goodwill Industries is a 501c3 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: The Ohlmann Group

