



2021 ANNUAL REPORT

ohio valley goodwill

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.



community impact

ECONOMIC NUMBERS

Total Wages Paid by Goodwill	\$ 19,340,737
Total Wages Earned by Placed Clients	9,138,480
Total Taxes Paid by Employees, Goodwill and Outside Employees	7,391,155
Other Expenses (Goodwill Only)	11,053,528
Governmental Assistance Saved	2,923,200
Economic Impact (Total of Above Figures).....	\$ 49,847,100
Total Rehabilitation Service Fees.....	7,341,307
Ratio of Community Impact/Service Fees	\$6.79:\$1.00

INDIVIDUAL NUMBERS

Clients	2,891
Employees.....	1,200
Donors.....	745,897
Store Customers	814,413
Volunteers.....	51
Businesses Involved with Goodwill.....	58
Total Individuals and Business affected by Goodwill	1,564,510

RECYCLING NUMBERS

Textiles	13,603,735
Hard Goods	34,747,074
Cardboard.....	35,750
Metal.....	225,650
Office Paper.....	22,520
Books.....	1,476,000
E-Waste	45,423
Total Product Recycled.....	50,156,152
Average Number of Employees/Day	736

SERVICES PROVIDED DURING 2020

Center for Advocacy, Recreation & Education	69
Dormitory.....	48
HUD Rapid Re-Housing I and II (combined)....	81
Job Coaching - Woodlawn	475
Ohio HVRP.....	347
Placement Assistance Center	443
Placement Services - Woodlawn	377
Sheltered Employment.....	465
Skills Training.....	31
Summer Youth Program	46
Temporary Employment Services.....	45
Work Adjustment Services.....	495
Work Evaluation - Woodlawn	45
Total Services	2,967

Total Clients Placed Into
Competitive Employment.....580

***Total Clients Served** **2,891**



financial statistics

FUNDS WERE RECEIVED FROM

Store Sales & Salvage	\$ 21,379,831
Industrial Contracts	4,369,466
Rehabilitation Services/Grants	7,341,308
Contributions & United Way	231,962
Other Revenue	4,336,590
Total Funds Received.....	\$ 37,659,157

FUNDS WERE USED FOR

Salaries, Wages, Employee Benefits & Payroll Taxes	\$ 23,577,705
Operating Expenses	8,616,493
Debt Repayment	1,890,000
Depreciation Expenses.....	1,927,721
Increase in General Fund.....	1,647,238
Total Funds Used.....	\$ 37,659,157

FINANCIAL CONDITION

Assets:	
Cash & Investments.....	\$ 37,831,935
Accounts Receivable	1,642,192
Inventory	8,056,826
Prepaid Expenses.....	235,210
Land, Building & Equipment (Net)	21,471,388
Total Assets	\$ 69,237,551

LIABILITIES & NET WORTH

Accounts Payable	\$ 668,749
Accrued Depreciation & Taxes	3,297,047
Deferred Revenue.....	18,718
Notes Payable.....	0
Other Liabilities	0
Total Liabilities.....	\$ 3,984,514
Net Worth	\$ 65,253,037
Total Liabilities & Net Worth.....	\$ 69,237,551

% of Programmatic Expenses/Revenue Ratios

Program Expenses	\$30,140,147	87.7% of Operating Revenues
Management & General Expenses	\$3,698,799	10.8% of Operating Revenues
Fundraising Expenses	\$282,973	.8% of Operating Revenues
Totals	\$34,121,919	99.3% of Operating Revenues

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 Burreson, 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

Mark Hiemstra
Chief Operating Officer

Mike Speed
Chief Financial Officer

Steve Koons
Vice President, Rehabilitation Services

Jeff Eastham
Vice President of Contributed Goods

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 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.

2021 Annual Report written by Sharon Hannon, Marketing Director
Artistic Concept and Design: Wilz Design, Inc.

