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our mission go to
goodwillsandusky.org

Annual Report 2021



GOODWILL®
WORKS TO
ENHANCE THE
DIGNITY
AND QUALITY OF
LIFE OF
INDIVIDUALS AND
FAMILIES BY
STRENGTHENING
COMMUNITIES,
ELIMINATING
BARRIERS TO
OPPORTUNITY,
AND HELPING
PEOPLE IN NEED
REACH THEIR
FULL POTENTIAL
THROUGH
LEARNING AND THE
POWER OF WORK.

®

January



Steve Davey, President and CEO Goodwill Erie, Huron, Ottawa and Sandusky Counties, Inc.

Presidents Letter – 2021 Annual Report

In 2021, we finally started our slow recovery from the COVID Pandemic. We still had many people absent for extended periods of time due to COVID, but we were able to maintain all operations.

Mission Services had a very difficult year due to all of the COVID restrictions that were still in place with the various Government and Private Agencies that we work with. But Mission was still able to accomplish quite a bit.

Overall, Mission provided 32,619 Services to 16,150 Individuals. Thirty percent more than prior year. And forty-eight people were placed in competitive employment. Our Senior Program started the year with all twenty-two participants training from home – by December we had 11 training in person at agencies. Our VocHabs started the year limited to ten people (staff and participants). By the end of the year, we had all participants back to work. Twenty-six in Sandusky and 8 in Port Clinton. And we were able to resume our computer classes. Mission Services did a great job despite all of the obstacles that the COVID Pandemic caused

Retail had a strong year. Revenue of \$6,301,423 was 5.6% higher than 2019 (the last full year prior to COVID). The retail team was able to overcome significant staffing shortages and still achieved this excellent result.

Contracts revenue of \$3,375,210 was 14.6% higher than 2019. Also, despite staffing shortages, especially at the Fremont Plant. And Fremont started a major new literature program with Whirlpool, Tulsa, Oklahoma.

I want to especially thank all of our partners for their assistance in 2021. This includes donors, shoppers, contracts customers, and the many agencies that we work with in our Mission Programs. With your support we were able to accomplish a lot in 2021.

Steve Davey

President and CEO

January 2023

Notes:

- Jan 01 New Year's Day
- Jan 02 New Year's Day Holiday
- Jan 16 M. L. King Day
- Jan 22 50th Anniversary

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Scan the QR code to give to our Monthly Giving Challenge:



February



Shannon Miller, Fremont Plant Employee of the Year 2021

The Fremont Plant has had one partner that it works exclusively with over the past couple of years. That partner is Whirlpool.

In 2021 we expanded the service we provided to not only the Clyde location but also to their location in Tulsa, Oklahoma.

"Our team has repeatedly proven that it is incredibly reliable and efficient in providing quality products to our partner Whirlpool," said Devin Wingader, Fremont Plant Manager.

Assembled Items in 2021

Hoses	4,500,000 (approx)
Literature Packed	5,000,000 (approx)

February 2023

Notes:

- Feb 14 Valentine's Day
- Feb 20 Presidents' Day

SUN	MON	TUE	WED	THU	FRI	SAT
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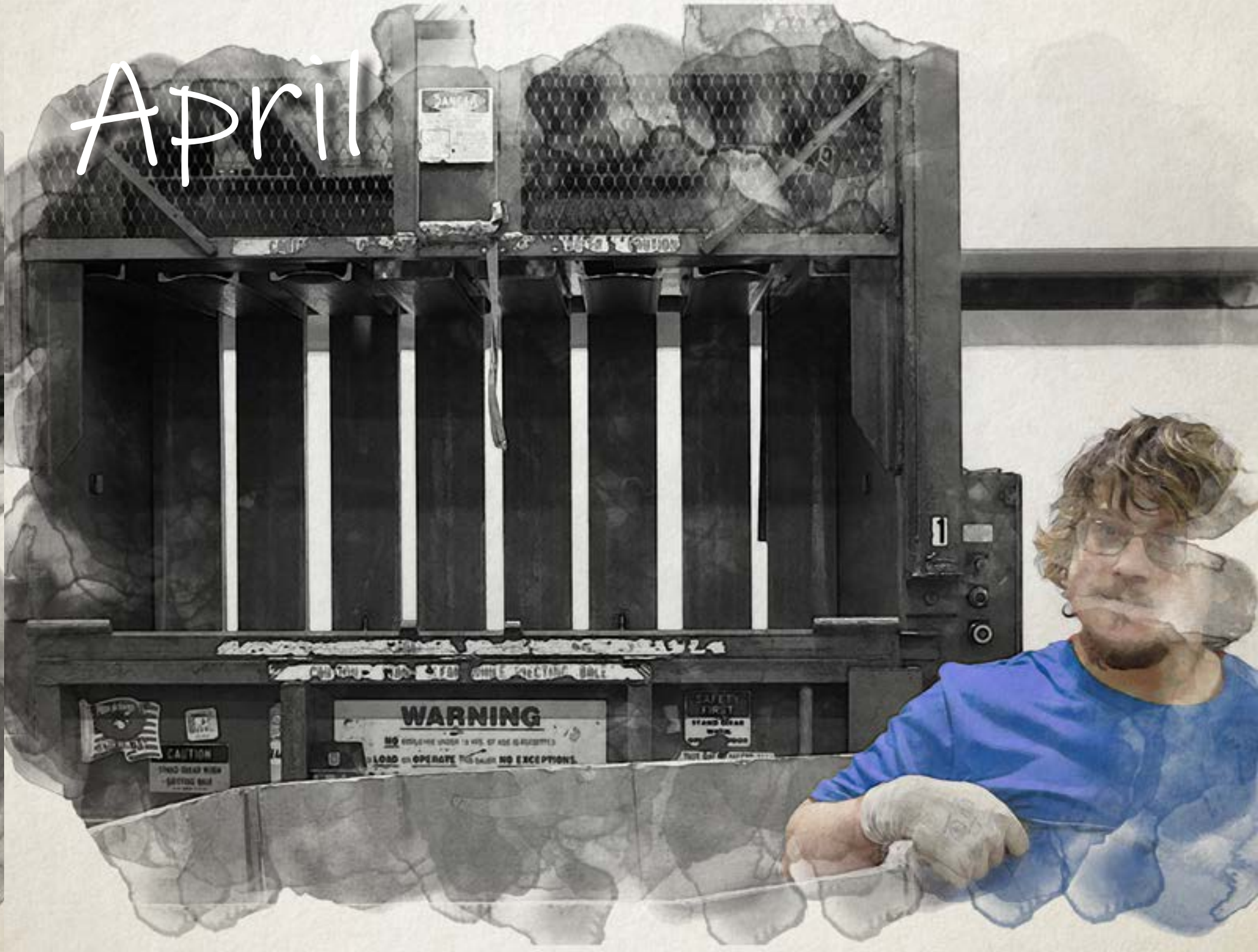


March



Jordan Halsey, Quality Control Supervisor and Tracy Davis, Bellevue Goodwill Plant Donated Goods Receptionist and 2021 Employee of the year.

April



Robby Pocock, Bellevue Plant

The Bellevue Plant has five major partners in Envases, Borgers, Ventra, Berry Global, and Whirlpool.

"The variety of partners that we serve can only be accomplished because of the great staff that we have. 2021 was a real challenge that we met head on, with great success," said Chad Cover, Bellevue Plant Manager.

Items in 2021

Ventra Boxes Repaired	11,400
Envases Cans Green Lids	4,780,800 276,000
Whirlpool Bag Assemblies Cap Assemblies Cord Adapter	165,600 1,260,000 48,000
Berry Global Buckets	4,800,000
Borgers Tesla Jeep	480,000 276,000



March 2023

Notes:

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Recycling

2021 WAS A TREMENDOUS YEAR FOR GOODWILL. THE MONEY THAT WE EARN FROM RECYCLING GOES INTO OUR GENERAL FUND AND TIES DIRECTLY INTO THE MISSION OF PROVIDING JOBS, COACHING, TRAINING, AND MORE.

HERE ARE THE ACTUAL NUMBERS:

RECYCLABLES (IN POUNDS)	
TEXTILES	1,707,874
SHOES	107,004
BOOKS	110,338
KITCHENWARES	31,700
HATS, BELTS, PURSES	13,614
WIPERS SALVAGE	1,300
RECYCLING	
CARDBOARD: BALED	307,600
METAL RECYCLE: BALED	213,180
TOTAL RECYCLE	1,971,830

April 2023

Notes:

Apr 07 Good Friday
Apr 09 Easter Sunday

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23	24	25	26	27	28	29
30	1	2	3	4	5	6

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May



June



Marketta Makila, Sandusky Vocational Habilitation Center Employee of the Year 2021
Workforce Development

Goodwill is well known for its secondhand stores and the fantastic finds that you get there, but if the retail team is the nerve system, then the heart and soul of Goodwill is its Mission Services team. Last year the team, led by Director of Mission Services Marlis Rock, provided 32,669 services to 16,185 people.

The team developed and coached 48 people in 2021, 23 of whom worked directly for Goodwill and 25 of whom worked at other employers like Maurice at Don Tester.

Goodwill itself is accredited by CARF, the Commission on Accreditation of Rehabilitation Facilities.

May 2023

Notes:
 May 14 Mother's Day
 May 29 Memorial Day

SUN	MON	TUE	WED	THU	FRI	SAT
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Kevin Forney, Port Clinton Store Employee of the Year 2021
Retail Services

2021 was another record-breaking year for Goodwill of Erie, Huron, Ottawa and Sandusky Counties, Inc. The Retail division had record revenues this year.

"2020 was a big challenge with Covid hitting so hard, but our stores bounced back in 2021 and set a record of \$6,301,423.00. That revenue was generated by the almost 400,000 customers (about half the population of Delaware) who came through our doors," said Jason Stout, Vice President, and CFO (Chief Financial Officer)

The retail division's round-up program, which contributes to our overall mission, also saw a record year with \$63,079.88 contributed to the program from 124,388 donors. An average of fifty-one cents.

The Secret Shopper program yielded some of the best results we have ever had, with the stores averaging 91% overall on the front end and 93% at the donor door

June 2023

Notes:

- Jun 02 National Donut Day
- Jun 18 Father's Day

SUN	MON	TUE	WED	THU	FRI	SAT
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25	26	27	28	29	30	1

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July



Lois Jones, Huron Store Employee of the Year 2021

Financials

	2021	2020
Revenue and Support		
Retail Services and Donated Goods	9,071,844	7,146,487
Commercial Services	3,374,836	3,028,523
Workforce Development	755,258	763,889
Recycling/Salvage	604,109	388,496
Donations	73,167	44,045
United Way Allocations (United Way)	12,806	15,355
Grants	33,743	77,771
Special Events	3,050	2,485
Investments and Other Income	2,753,667	9,597
Total Revenue	16,682,480	12,166,648

Expenses		
Retail Services	7,468,736	6,737,607
Commercial Services	3,948,463	3,164,396
Workforce Development	988,220	944,222
Recycling/Salvage	208,060	251,991
Transportation	308,186	286,757
Fundraising	5,823	702
General and Administrative	876,355	749,822
Reserves for Future Development	2,878,637	31,151
Total Expenses	16,682,480	12,166,648

July 2023

Notes:

Jul 04 Independence Day

SUN	MON	TUE	WED	THU	FRI	SAT
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August



Charlie Grahl, Celebrating 30 years of Employment with Goodwill of Erie, Huron, Ottawa and Sandusky Counties, Inc.

The heart of Goodwill's mission is to increase the quality of life for residents facing barriers to employment.

Our employees worked hard in 2021 to provide services that strengthen our local communities by providing jobs and job training to these residents.

Charlie Grahl (above) celebrated being with Goodwill for 30 years in 2021.

A Veteran of the Vietnam War, Charlie was left paralyzed after he was struck by a drunk driver. Wanting to provide for his six-year-old son and wife, Charlie was able to gain employment with us, finding dignity in the work that he has done with partners like Whirlpool and Ventra.

August 2023

Notes:

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27	28	29	30	31	1	2

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September

October



Charlie Gibson, Norwalk Store Employee of the Year 2021

Stephanie Clayton, Willard Store Manager Celebrating 15 Years with Goodwill of Erie, Huron, Ottawa and Sandusky Counties, Inc

Stewards

Jeff Rosengarten

Bill Rodwancy

Sharon and Doug Mastroianni

Bill Rodwancy

Brian Allen

David Clark

Beth Duff

Bill Criscione

Pam Vogel

Nichole O'Hara

September 2023

Notes:

Sep 04 Labor Day

SUN	MON	TUE	WED	THU	FRI	SAT
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Stephanie Clayton had a goal in September of 2006. She had just gotten out of a relationship and had two months to feed. Stephanie applied to Goodwill at our previous location, not looking for a handout, but a handup.

"I had spent the last three years of my life raising my kids and now suddenly I was the breadwinner of the family. I was on assistance at the time, but I knew that I wanted more for my life. I applied to Goodwill and started on October 1st, 2006. I was a producer to start, but within 3 and a half years I was the store manager. I got off of assistance and today I am a proud homeowner," said Stephanie Clayton, Willard Store Manager.

October 2023

Notes:

Oct 09 Columbus Day

Oct 31 Halloween

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November



Maurice Cooley

Maurice began to work with Goodwill in April of 2016 as a part of our Summer Youth Work Exploration Program. Maurice has been involved in several of our programs, including our Career Exploration Program and a five-week Summer Youth Work Experience.

Maurice graduated from the EHOVE Career Center in 2018 and immediately asked Goodwill for their assistance in finding a career. Goodwill approached Scott Tester at Don Tester Ford with an opportunity for a Four-Week Community Based Assessment that would help to determine if Maurice were a good fit, Scott agreed and after the four-week assessment Maurice was offered a more permanent job there.

"I have been with Maurice throughout this process, and I have seen him grow as an individual. Maurice has done a fabulous job at Don Tester Ford in the three years he has been there. Scott and the team love the work he has done in that time." said Sue Stout, Job Coach.

November 2023

Notes:

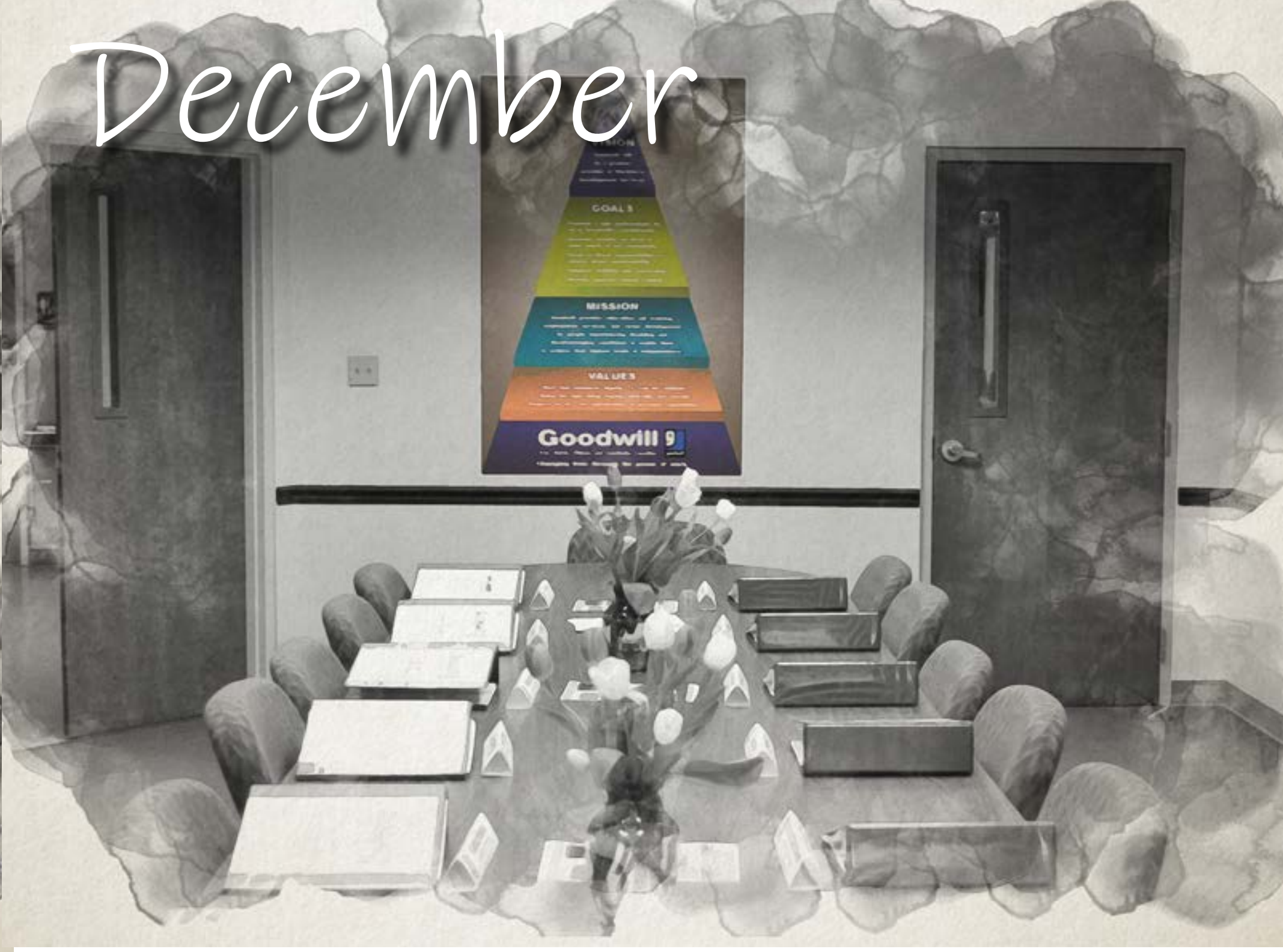
- Nov 11 Veterans Day
- Nov 23 Thanksgiving Day

SUN	MON	TUE	WED	THU	FRI	SAT
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26	27	28	29	30	1	2

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December



Sandusky Headquarters Board Room, 2021

Board Members

- Meg Blackburn, Chairperson
Vacationland Federal Credit Union
- Carl Anderson, Vice Chair
Legal Aid of Western Ohio
- Rich Finneran, Treasurer
VP Commercial Lender, Civista Bank
- Denni Horan, Secretary
Advocate
- Brian Allen
UBS Financial Services
- Thomas Kern
Style Crest Enterprises, Inc.
- Bryan Meyers
Vacationland Federal Credit Union
- Bill Rodwancy
AutoGate
- Connie Frisch
IT Director
- Sharon Mastroianni
Retired Educator
- Lisa Sartain
VP Human Resources, Bellevue Hospital

December 2023

Notes:

- Dec 25 Christmas
- Dec 31 New Year's Eve

SUN	MON	TUE	WED	THU	FRI	SAT
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