

2021 Annual Report



MISSION:

Enable Employment by providing opportunities
for personal and professional growth.

2021 Leadership

Board of Directors

Tim Clayton, Chair, resigned '21

Scott Clauson, Chair, resigned '21

Steve Loosley, Vice Chair

Josh Blackson, Treasurer, resigned '21

Katie Ameral, Director

Krista Amundsen, Director

Levi Daily, Director

Justin Hon, Director

Justin Ivens, Director

Baylee LaVoie, Director, resigned '21

Robb Mayers, Director

Lisa Mandell, Director, resigned '21

Kathryn Reinhardt, Director

Aimee Qualls, Director

Katie Zerkel, Director

The **STORY** BEHIND the **ST**  **RE**

Shae Johns, President/Chief Executive Officer

Tom Ware, Chief Financial Officer

Dave Robison, Chief Operating Officer

Lisa Mandell, Chief People Officer

Making a Difference

2021 BY THE NUMBERS

Statement of Financial Activities

Current Assets

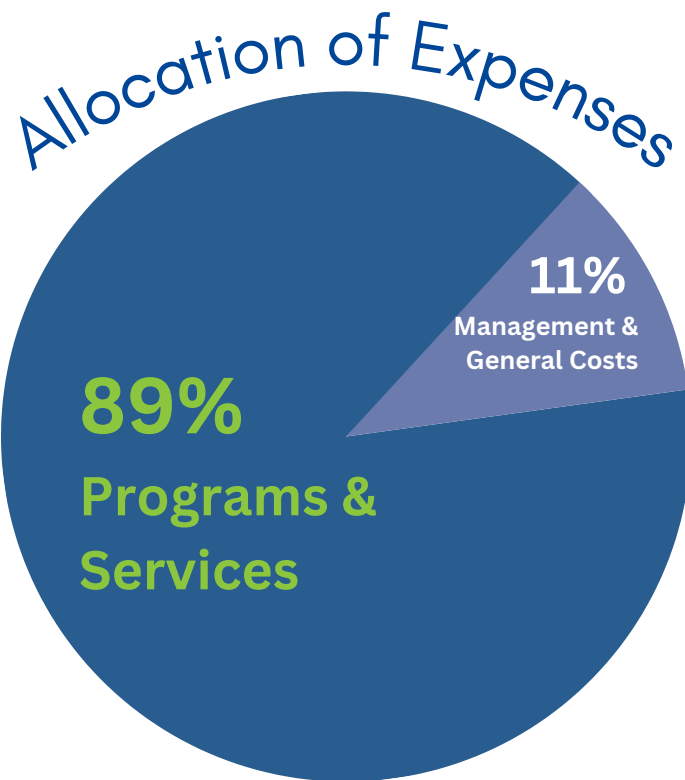
Unrestricted Cash & Equivalent	\$14,801,242
Restricted Cash	\$5,422
Accounts receivable	\$118,878
Year End Inventories	\$248,520
Prepaid Expenses	<u>\$131,852</u>
Total Current Assets	\$15,305,914
Property & Equipment (net of depreciation)	\$7,690,631
Total Assets	<u>\$22,996,545</u>

Current Liabilities

Accounts Payable	\$165,532
Accrued Expenses	<u>\$526,103</u>
Total Current Liabilities	\$691,635
Long Term Debt	<u>\$68,938</u>
Total Liabilities	\$760,573

Net Assets

Unrestricted	\$20,673,548
Temporarily Restricted	\$5,422
Permanently Restricted	<u>\$ -</u>
Total Liabilities & Net Assets	\$22,996,545



Combined Income Statement

	Revenue	Expenses
Donated Goods	\$2,649,336	\$ -
Sales & Recycling	\$18,263,894	\$15,911,512
Workforce Development	\$488,219	\$877,407
Other	<u>\$3,210,043</u>	<u>\$2,121,799</u>
Total	\$24,611,492	\$18,910,718

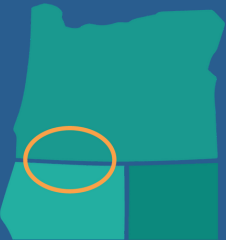
Community Impact



272,537 Donations
Received



283 People Employed



11 Retail Locations



5.2 million pounds
recycled



Southern Oregon
GOODWILL®

Strategy In Action



Southern Oregon
GOODWILL

There is a
STORY
BEHIND every
STORE

Strategic Intent

2019 - 2021

Mission

Enable Employment by providing opportunities for personal and professional growth.

Vision

Southern Oregon Goodwill® is recognized for **clearly defined services** that enable employment, supported by an **engaged workforce** and **efficient retail operations** leading to financial self-support.

Strategic Drivers

STRATEGIC INITIATIVES

Clearly Defined Services

Define and develop an optimal Menu of Services

Expand Partnerships that align with services

Design and execute a comprehensive Branding Strategy around services

Engaged Workforce

Enhance Hiring, Recruiting, and Onboarding processes

Define and implement clear Compensation strategy

Create an inclusive program of meaningful Training and Development

Efficient Retail Operations

Develop, execute, and maintain an Inventory Reduction plan

Optimize Donor Engagement

Develop and implement metrics that improve Accountability and ensure Sustainability

3,485
persons
served

Developed
the
GoodWorks
Program

2,702
community
vouchers
provided

Open Yreka
Retail and
Job
Connection

**Thank you for your support of
the Story Behind the Store.**



Southern Oregon
GOODWILL®