

# 2021 Annual Report

## Expanding Our Capacity

*36,722 Volunteer Hours were given to ReUzit on State in FY2021. This is equivalent to 17.65 full time equivalent positions and is a 61% increase from FY 2020. Thank you!*



ReUzit on State  
MCC THRIFT STORE



### Board of Directors

Mark Zimmerman, Chair  
Andy Weaver, Vice Chair  
Janet Weber, Secretary  
Lloyd Kuhns, Treasurer  
Esther Martin  
Edward Miller  
Mae Stoltzfus  
Lloyd Weaver

**As we reflect on these last twelve months, we want to thank you for your prayers and support for ReUzit on State. If we were to describe this past fiscal year in one phrase it would be “Expanding Our Capacity!”**

2021 was our first uninterrupted year as a consolidated operation at 1054 South State St. In 2019 we had closures for the physical building expansion. In 2020 we had closure because of the COVID pandemic and reopened in June with expanded COVID safety protocols. In 2021, we were open the entire year and we **expanded our capacity** to serve an increased number of customers and donors in this community. The number of volunteers and the hours they served **expanded**. We **expanded** our financial capacity to follow best business practices of having at least three months of operating expenses on hand while paying down loan principal and ultimately, we **expanded** contributions to the work of Mennonite Central Committee.

We are grateful for:

- ◆ A compelling mission to relieve poverty and assist those in need by selling merchandise, substantially all of which has been donated, and by providing funds to support the global programs of MCC.
- ◆ A plethora of donations representing the overwhelming generosity of so many donors.
- ◆ A well planned facility which serves as “home” and supports new processes and expanded efficiencies.
- ◆ A loyal and growing customer base and strong sales.
- ◆ Devoted volunteers who give their time and talents and provide additional assistance as needed.
- ◆ Capable employees who approach their responsibilities as “more than a job” and provide continuity to work flow.
- ◆ A team of committed managers who lead, make decisions and creatively solve problems with ReUzit on State’s best interest in mind.
- ◆ A dedicated board of directors who provide governance, legal and financial oversight and assures that needed resources are available.



Although this year has had many complexities, thank you for your support and commitment to ReUzit on State. May we continue to **expand our capacities** to grow and serve together as we seek to follow Jesus.

Mark Zimmerman  
Chair of the Board of Directors

Alonna Gautsche Sprunger  
Executive Director

### ReUzit on State Trivia

1. The average weight of a gaylord of clothing is 275 pounds and ReUzit on State took on average, 43 gaylords of clothing to MRC (MCC Material Resource Center) each month. MRC bundles the clothing in 1100-pound bales and receives 17 to 28 cents per pound from salvage clothing buyers.
2. On average, 85 pieces of adult clothing fit on a 5-foot clothing rack and 35 new racks of clothing are added to the retail floor each week.
3. Volunteers Lena Brown, Kate Coblenz, Carl McGee, Edith Schnupp, and Pearl Zehr lead in number of volunteer hours given to ReUzit on State since January of 2021. Together they provided more than 2340 hours.

## ReUzit on State Trivia Cont'd

4. 231 skids of books were donated and picked up at schools/colleges from May – August 2021. The previous summer, schools and colleges donated just 38 skids because of COVID closures. Of the books collected from schools and the donation center, 75% are recycled through MRC; 20% are sold in the store and 5% are listed for sale online through Booksavers.



5. 123,066 sale transactions took place in the retail store in the last 12 months with customers spending an average of \$17.29 per purchase.

6. Of the 745,096 items sold in the retail store, the average amount that a customer paid for an item was \$2.82.

7. In the past 12 months, the highest Silent Auction bid was \$588 for a jar of marbles. The total Silent auction sales were \$60,831.

8. Booksavers sold 12,584 books online this past 12 months for an average price of \$16.26. The

highest transaction was \$900 for The OxfordEnglish Dictionary, a set of 20 books. A 4<sup>th</sup> grade Social Studies textbook called "States and Regions" was our best seller. We sold 65 copies for a total of \$3,618.16 in sales.

9. Of total sales, houseware items priced at 50 cents were sold most often, second were \$2.00 books and third, \$1.00 housewares.

10. 2022 is the 40<sup>th</sup> Anniversary of the beginning of Ephrata ReUzit Store, Inc. Current volunteers John Groff, Don Mellinger, Judith Musser, Edith Schnupp and Lyndell Thiessen served as managers, assistant, or interim managers in the past.

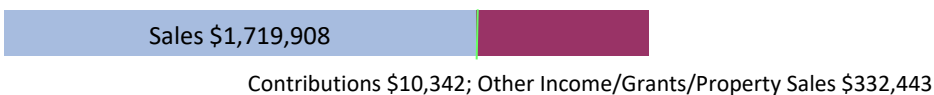
## Financials: Balance Sheet and Statement of Operations for Fiscal Years ending August 31, 2021 and 2020

### Income: Sales, Contributions & Other Income

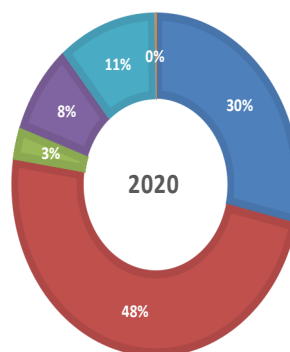
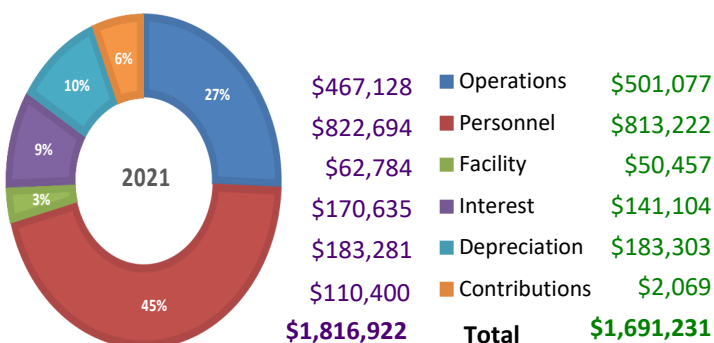
**2021 Total Income \$2,544,482**



**2020 Total Income \$2,062,693**



### Operating Expenses



## 2021 Annual Report

### Expanding Our Capacity

#### Balance Sheet

**2021** **2020**

#### Cash on Hand



**\$826,232** **\$410,180**

#### Property & Equipment, Net



**\$5,733,121** **\$5,911,426**

#### TOTAL ASSETS

**\$6,559,353** **\$6,321,607**

#### Short-Term Liabilities



**\$234,848** **\$204,936**

#### Long-Term Liabilities/Loans



**\$3,445,770** **\$3,966,775**

#### TOTAL LIABILITIES & EQUITY

**\$6,559,353** **\$6,321,607**



**ReUzit on State  
MCC THRIFT STORE**