

Ephrata ReUzit
FY 2025 Annual Report
(September 1, 2024—
August 31, 2025)

Doing Good Better



Board of Directors FY 2025

Bruce Campbell-Janz, Chair
Betsy Headrick-McCrae,
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Doug Dirks, Treasurer
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Doing Good Better

At ReUzit on State, **Doing Good Better** has guided our work throughout 2025. Inspired by William MacAskill's book, this principle reflects our commitment to making thoughtful decisions that maximize our operations and impact—locally and globally. Thanks to your generous support, we continue to grow as a thriving social enterprise, partnering with Mennonite Central Committee (MCC) and local service organizations to build stronger communities.

Doing Good Better in 2025:

- **Smarter Book Sales:** We discontinued online book sales and streamlined operations by focusing exclusively on in-store book sales. This resulted in 15,000 more books sold in the store and significantly reduced expenses.
- **Warehouse Reset:** We moved and reset processing areas to increase efficiency and maintain safety standards.
- **Enhanced Silent Auction:** A new hybrid computer bidding system increased participation, with over 4,000 bids placed at the in-store kiosk. This innovation has helped us engage and serve customers in new ways.
- **Strategic Property Acquisition:** We celebrated the early payoff of our mortgage in October 2024. Soon after we acquired the adjacent property at 1060 S. State Street. This investment will support future expansion of parking and improve visibility—enhancing the customer experience and long-term sustainability.
- **Recycling & Environment Care:** ReUzit on State kept tons of items out of the landfill and we recycled electronics, batteries and metals in 2025. Additionally, 1,067 gaylords (67 truck loads) of books, cardboard, bric-a-brac, and soft goods were reused or recycled by the MCC East Coast Material Resources Center.
- **Volunteer Power:** Over 200 volunteers contributed 32,471 hours—equivalent to 16 full-time positions. Alongside the dedicated employees, their efforts helped process and sell more items than ever before.
- **Strong Financial Results:** We closed the fiscal year with \$3,051,706 in total income which includes \$66,147 in rental income. Retail sales were very similar to 2024 but when online book sales and inventory adjustments are factored out of 2024, we realized a \$71,500 increase in 2025.
- **Customer Engagement:** We served over 149,000 customers, selling nearly 873,000 items—an increase of 25,498 items from the previous year. Average price per item sold was \$3.40.
- **Retail Efficiency:** Our sales per square foot reached \$148.50, a performance benchmark used among MCC thrift shops.
- **Donating to MCC:** Together we donated \$288,121 to Mennonite Central Committee—MCC, a global, nonprofit that strives to share God's love and compassion for all through relief, development and peacemaking.



- **Local Community Impact:** ReUzit on State provided clothing, household items, furniture, books and more, for reasonable prices to our community. We donated the following monetary and in-kind donations to community organizations serving local neighbors:

Ephrata Area Social Services, includes monetary and gift cards - \$18,678

Local Ambulance & Fire Companies - \$3,000

Ephrata Borough & Ephrata Area School District (Real Estate Tax) - \$27,877

18 churches, sister MCC thrift stores & other non-profits were assisted with in-kind donations

Thank You for Making This Possible

Your partnership, as donors, customers, volunteers, employees and vendors empower ReUzit on State to strive to do good better—every day.

Together with Mennonite Central Committee and local community organizations, we are sharing God's love and compassion, by responding to basic human needs and working for peace and justice with local and global neighbors.

We are deeply grateful for each of you.



Bruce Campbell-Janz
Board Chair



Rosmata from Burkino Faso, benefits from an MCC-supported maternal and child health clinic.

MCC photo/Paul Shelter Fast



Alonna Gautsche Sprunger
Executive Director

Sales, Cash and Non-Cash Contributions & Other Income

2025 Fiscal Year Total Revenue \$3,720,948

Sales \$2,958,627

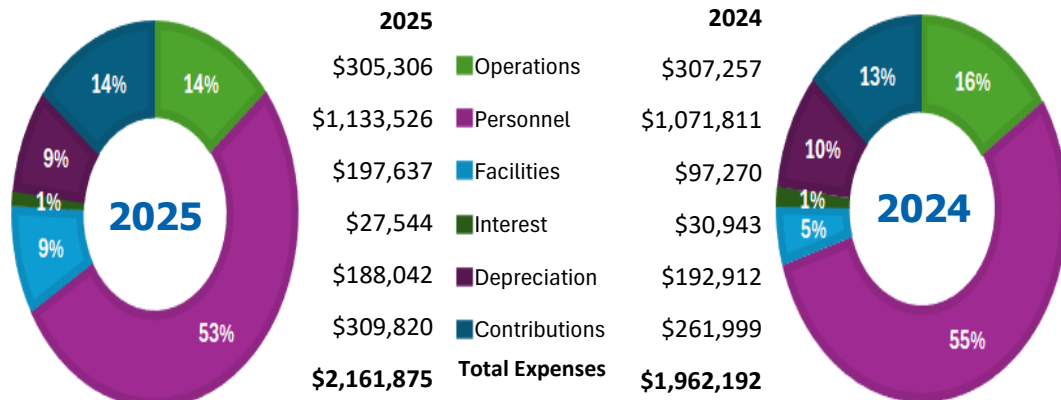
Contributions/Other Income \$23,161; Rental Income \$66,147, Non-Cash Contributions \$680,484

2024 Fiscal Year Total Revenue \$3,671,262

Sales \$2,950,353

Contributions/Other Income: \$40,678; Non-Cash Contributions \$679,581

Operating Expenses



2025 Annual Report

Doing Good Better

Balance Sheet

2025 2024

Cash on Hand



\$1,133,306 \$604,890

Current Assets, Property & Equipment, Net



\$6,248,400 \$5,912,922

TOTAL ASSETS

\$7,381,750 \$5,952,923

Short-Term Liabilities



\$85,972 \$81,707

Long-Term Liabilities/Loans



\$574,687 \$0

TOTAL LIABILITIES & EQUITY

\$6,721,047 \$5,952,923

*Independent Financial Review of FY 2025 has not been completed by Hershey Advisors P.C.