

Ephrata ReUzit
2023 Annual Report
(September 1, 2022—
August 31, 2023)

*Pouring Out Love Here
and Around the World!*

 ReUzit on State
MCC THRIFT STORE



Board of Directors

Mark Zimmerman, Chair
Betsy Headrick-McCrea,
V. Chair
Janet Weber, Secretary
Doug Dirks, Treasurer
Bruce Campbell-Jantz
Cynthia Mante
Carol Zook
Lloyd Kuhns
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Pouring Out LOVE!

We have some “Good” News or “Bad” News—it all depends on your interpretation.

Let us share the latter interpretation first. The Bad News is that we did not meet our ABCDEF Goal of 3.1 million dollars of sales this past year. Our **ABCDEF Goal** was an **Ambitious, Bold, Courageous, Daring, ExtraOrdinary, Faith Goal of a ten percent increase over the previous year’s actual sales.** We chose a goal BIGGER and HIGHER than what we thought possible, depending on God to work through us to benefit others. We moved forward with both humility **and** confidence. Had the year been one week longer—we would have reached the ABCDEF Goal.

BUT there is no need to despair because let’s look at the Good News! Together, we have been able to consistently sustain our efforts to process and sell more. We ended the Fiscal Year with \$2,955,067 in sales, which represents the work of those from the Donation Center, through Processing, to the Retail Floor and Cash Registers.

- Over 139,500 transactions by one-time and returning customers purchasing 777,700 items means we made their donating and shopping experience outstanding and meaningful.
- We streamlined and consolidated the online book and retail book processing to increase efficiencies.
- We reconfigured the retail book space, created a Christmas Corner and added lighted display cases.
- We enticed new people to come and experience ReUzit on State, by hosting special events such as food trucks, National Thrift Shop Day and other sales events plus our first “Love our Neighbor Valentines Day,” which resulted in a \$10,458 cash donation and donations of \$5,000 of gift cards to Ephrata Area Social Services throughout the year.
- We expanded our advertising to a larger geographic area, through print, radio (including a Spanish station), social media and billboards, which increased familiarity with our name, brand and mission. Anonymous donors helped us purchase a “new to us” box truck with a promotional wrap that is on the road daily.
- Volunteers gave 33,906 hours to ReUzit on State. This is equivalent to 16.3 full-time positions. Thank you!
- Hourly employees worked 35,553 hours creating a pleasant shopping experience with quality merchandise. This is equivalent to 17.1 full-time positions plus, managers provided leadership and energy that can’t be quantified. Thank you!
- \$251,813 was donated to Mennonite Central Committee this year and 1,192 gallons of recycled materials from ReUzit on State helped to produce an additional \$129,021 for MCC East Coast Material Resources Center.
- Plus, we paid \$1,213,049 in interest and principal on our mortgage loan held by Mennonite Central Committee in FY 2023.



This is GOOD news! We give thanks for donors, customers and dedicated team members (volunteers and employees), managers and board members. You pour out love at ReUzit on State each day. You pour out love to our local and global neighbors around the world. So we genuinely say, “Thank you and look what God has done!”

Mark Zimmerman
Board Chair

Alonna Gautsche Sprunger
Executive Director

Pouring Out Love Here and Around the World!

Excerpts from a Thank You Letter from Hyacinth Stevens, Executive Director of MCC East Coast:

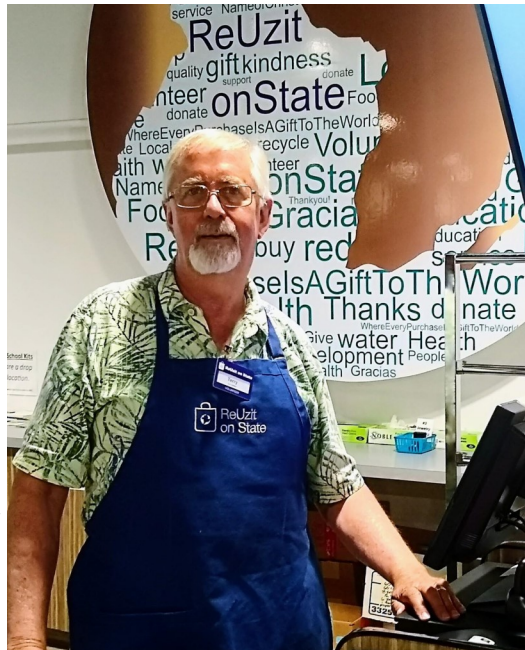
Accept warm greetings from MCC East Coast in the name of Jesus Christ. Your support of the Mennonite Central Committee continues to be a blessing to the people around the world in the name of Jesus Christ.

In 2022, we celebrated 50 years since opening the first MCC Thrift Shop in Manitoba, Canada. It is remarkable how the network has grown to almost 90 shops in the United States and Canada, contributing over \$250 million to support the global mission of MCC. You are a vital part of this legacy.

We continue to be amazed by your resilience and dedication to a mission of serving your immediate communities by selling affordable and unique items and allowing people to donate their gently used items for resale.

We are grateful for your 2022-2023 fiscal year giving of \$251,813 to Mennonite Central Committee. Your contributions are significant. You make it possible to meet basic human needs and work for peace and justice in the name of Christ in 45 countries around the world.

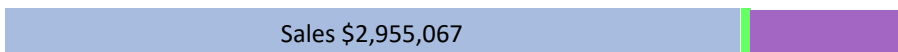
On behalf of MCC, I extend abundant gratitude and appreciation to all your staff, volunteers, and board members for their steadfast support of our mission to share God's love and compassion in diverse and tangible ways.



Financials Balance Sheet and Statement of Operations for FY 2023*

Sales, Cash and Non-Cash Contributions & Other Income

2023 Total Revenue \$3,654,801



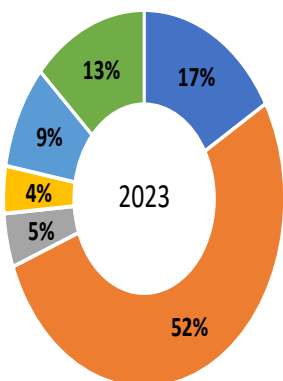
Contributions/Other Income \$20,069; Non-Cash Contributions \$679,665

2022 Total Revenue \$3,655,215

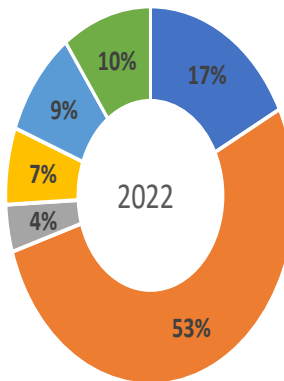


Contributions/Other Income: \$93,393; Grants: \$174,536; Non-Cash Contributions \$633,395

Operating Expenses



\$339,554	Operations	\$347,712
\$1,073,331	Personnel	\$1,048,462
\$94,060	Facility	\$80,334
\$82,863	Interest	\$130,820
\$183,462	Depreciation	\$183,662
\$270,271	Contributions	\$198,392
\$2,043,541	Total Expenses	\$1,989,382



Balance Sheet

2023 **2022**

Cash on Hand



\$668,757 **\$750,513**

Property & Equipment, Net



\$5,438,463 **\$5,561,102**

TOTAL ASSETS

\$6,107,220 **\$6,311,614**

Short-Term Liabilities



\$82,351 **\$76,859**

Long-Term Liabilities/Loans



\$1,266,081 **\$2,390,774**

TOTAL LIABILITIES & EQUITY

\$6,107,220 **\$6,311,614**

*Independent Financial Review by Hershey Advisors P.C.