

Ephrata ReUzit
FY 2024 Annual Report
(September 1, 2023—
August 31, 2024)

Navigating Change



Board of Directors FY 2024

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Navigating Change

2024 was our “Five Years Here” Anniversary as a consolidated operation, doing business as ReUzit on State. We followed the mapped out plan without too many major detours until this year.

After careful assessment of the changing landscape of online sales, our resources and priorities, the Board of Directors acted to discontinue online book sales and the pick-ups of school/college book donations. The rationale was shared in team meetings and the ReUzit Review. Like a GPS navigation system, we re-calculated our plans as we dismantled BookSavers, a core program since 1998. With this change, we acknowledge there were losses, challenges and new opportunities.

Thanks to the consistent and sustained efforts of team members (volunteers and employees) from the Donation Center, through Processing, to the Retail Floor and Cash Registers, we have successfully processed and sold more.

- We ended the Fiscal Year with \$2,957,303 in sales. Although the total sales were approximately \$2,000 less than last year total sales, when we factor out Booksavers, the retail store sales were \$83,000 higher than the previous year and our expenses were reduced.
- We had over 148,090 transactions by one-time and returning customers purchasing 854,267 items at an average of \$3.43 per item. That is approximately 42,000 more sold items than last year.
- Our sales per square foot of retail space was \$146.48, a common measure across the many different sizes of MCC thrift stores.
- Volunteers gave 32,822 hours to ReUzit on State. This is equivalent to 15.8 full-time positions. Some volunteers donate four hours a month while other 12 plus hours a week. Thank you!
- Hourly employees worked 37,236 hours. This is equivalent to 17.9 full-time positions plus, managers provided excellent leadership . Thank you!
- \$261,999 was donated to Mennonite Central Committee and local community service organizations. In addition, this year 1,067 gaylords of recyclable materials from ReUzit on State helped to produce additional income for MCC East Coast Material Resources Center.
- Plus, we paid \$1,183,729 in interest and principal on our mortgage loan held by Mennonite Central Committee in FY 2024 and our Mortgage Loan balance is now \$0



This is cause for celebration! Thank you to our donors, customers and dedicated team members (volunteers and employees), managers and board members. Together, we navigate each day to make ReUzit on State a successful social enterprise. This enables us to partner with local and global neighbors and help to build thriving communities through MCC and local service organizations. “Thanks be to God!”

Mark Zimmerman
Board Chair

Alonna Gautsche Sprunger
Executive Director

