

# Annual Report: 2016-17



## BIGGER and BETTER

Last year's annual report ended with visions for 2016-17, which included aspirations to increase users, funds, and supplies. In all three cases, we met or surpassed the goals.

Visions	Results
Provide free supplies to more than 1/3 of the eligible teachers and their students.	From the five counties served by Teachers Warehouse, <b>639</b> teachers obtained free supplies. This <b>equals 40% of the 1,603</b> eligible preK-grade 8 public school teachers.
Raise enough funds to meet our \$21,500 budget for 2016-17.	Income of <b>\$39,699.97</b> in donations and grants <b>far exceeded our projected budget</b> . TW received a major one-time gift of \$17,921.80 from 100+ Women Who Care and raised an additional <b>\$21,778.17</b> , slightly exceeding budgeted needs.
Eliminate the need for "Out of Stock" signs in the Teachers Warehouse rooms.	Out-of-stock signs were never used for the most-in-demand supplies and appeared only frequently elsewhere.

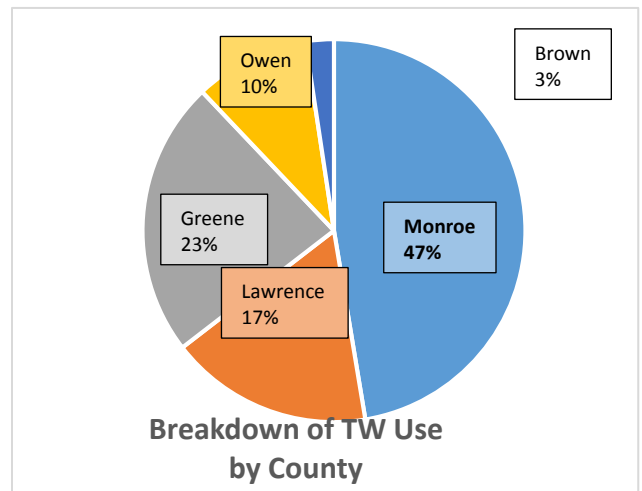
### Numerically Speaking....

During the 2016-17 school year, 40% of eligible teachers in Monroe, Brown, Greene, Lawrence, and Owen counties obtained free supplies from Teachers Warehouse, compared to 33% last year. Of the 639 shoppers, 230 were new to TW. Together, the veteran and rookie **shoppers visited 1,459 times, compared to 1,055 last year.**

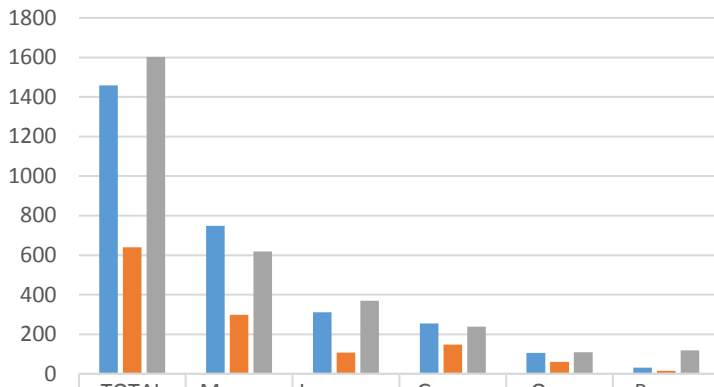


### County by County Analysis

- Thirty-nine percent of eligible MCCSC and RBB teachers visited to obtain supplies, comprising 47% of TW shoppers.
- At 23%, Greene County shoppers comprised the second largest group of shoppers; 62% of the teachers in the five school districts made use of TW supplies. The five Greene County school districts are: Bloomfield, Eastern Greene, Linton-Stockton, Shakamak, and White River Valley.
- Twenty-nine percent of Lawrence County teachers shopped at TW, making up 17% of the TW shoppers. Lawrence County's two districts include North Lawrence and Mitchell.
- Fifty-six percent of eligible Owen County teachers represented 10% of the TW shoppers.
- Fifteen Brown County teachers, or 13% of those eligible, accounted for 3% of TW's shoppers.



## Shoppers by County



	TOTAL	Monroe	Lawrence	Greene	Owen	Brown
# Visits	1459	748	311	255	106	31
# Shoppers	639	298	108	147	61	15
# Eligible	1603	619	369	239	109	118

■ # Visits ■ # Shoppers ■ # Eligible

## Impact on Students

The 1,603 teachers in the 58 elementary and middle schools in the eleven school districts taught 20,738 students. Since 40% of the teachers were TW shoppers, up to 8,295 students were TW's end-users. Data revealed that 46% of the students in the five counties qualified for free/reduced lunch; thus, TW served approximately 3,800 students who were economically disadvantaged.

## More Visits Equals More Baskets Taken

An increase of 404 shopping visits resulted in teachers acquiring more supplies, from 718 baskets of supplies in 2015-16 to 885.5 baskets in 2016-17. Each basket had a value of \$254.13. In total, \$225,538 in supplies, books, equipment and resources left the Teachers Warehouse premises. That compares to \$194,667 in 718 baskets worth \$271.12 each the previous year.

	# of Baskets	Ave. # of Baskets	Ave. Basket Value	Total Value
2012-13	552.3	1.61	\$383.44	\$211,756
2013-14	598.8	1.73	\$189.51	\$113,481
2014-15	660.5	1.33	\$274.67	\$181,415
2015-16	718.0	1.37	\$271.12	\$194,667
2016-17	887.5	1.39	\$254.13	\$225,538

## The Average TW Shopper

The typical TW shopper visited 2.28 times during the school year, taking 1.39 baskets, and acquiring supplies valued at \$353 to assist with teaching and learning.

## Top 12 Basket Contents

Pencils, paper, and books remain top picks for teachers when filling their baskets. Below, items in red go directly into the hands of students for their use. Other supplies assist in learning centers and with projects.

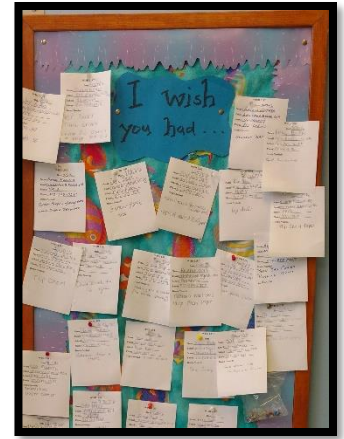
1. Pencils – 16,994
2. Card Stock – 14,620 pieces
3. Books – 10,058
4. Pencil Top Erasers – 6,955
5. Dry Erase Markers – 3,563
6. Pink Erasers – 3,424
7. Composition Books – 3,306
8. Glue Sticks – 3, 226
9. Crayons – 2,310 boxes
10. Spiral Notebooks – 2,034
11. Scissors – 1, 418
12. White Glue – 1,170



## Teachers Benefit from TW's Wish List Bulletin Board

If TW cannot grant unusual supply requests, teachers post a wish on the Wish List bulletin board. Requests included bean bag chairs, globes, long-neck stapler, medical books, and slotted mailboxes. Donors frequently check the bulletin board when they visit, in case they can fill those unique needs. This spring, Bill and Nancy Lumbley filled a wish by bringing in a rocking chair for Lisa Kroll's University Elementary School classroom. The Lumbleys donated a couple of electric pencil sharpeners which also made some area teachers happy.

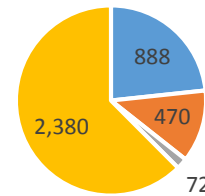
**This year 101 of 128 wishes were fulfilled.**



## Volunteers Keep TW Functioning

Entering Teachers Warehouse, teachers are greeted by one or two front-line volunteers. As they leave, they are assisted by check-out volunteers. While teachers shop, volunteers are available to assist. When donations arrive, volunteers receive, count, inventory, and stock the shelves with them. Meanwhile, Elaine Hartman and Barb Marks make sure the data gets entered, reports are run, the supplies get ordered, and the rooms get tidied. This was all done by a total of 80 weekday, Saturday, and occasional volunteers who put in more than 3,800 hours at Teachers Warehouse.

### Volunteer Hours = 3,810



- Rotary
- Retired Teachers
- Student Groups
- Community



## Teachers Warehouse Values Supporters and Donors

Since the conception of TW, local Rotary Clubs supported Teachers Warehouse with volunteers and donations. Every 2<sup>nd</sup>, 3<sup>rd</sup>, and 4<sup>th</sup> Saturday found Rotarians from **Bloomington Rotary**, **Bloomington North Rotary**, and **Bedford Rotary** running the front and inventorying donations. While some clubs met annual pledges, others gave Happy Dollars, auction proceeds, Toast income, and race earnings. Retired teachers from Greene and Owen counties also actively raised funds for TW and regularly volunteered. Greene County retirees collected supply orders from teachers and made deliveries to them twice a year.

Other donations came from area businesses and organizations, such as **IU Credit Union**, **Spencer-**

**Owen Education Association**, **Eastern-Greene Teachers Association**, **Boston Scientific**, **Lawrence County Retired Teachers**, and **Spencer Exchange Club**.

Teachers saw shelves stocked with new supplies from the **Salvation Army's** backpack program and supply drives conducted by employees at **Smithville Fiber Optics**, **Harley-Davidson**, and **Kelly School of Business**. Major donations of equipment for the Math, Science, and Social Studies room came from **Cook Clinic Pharmacy** and **Baxter Pharmaceuticals** while **Boston Scientific** donations helped to stock the classroom and furniture room. **TIS** and **IU Bookstore** also contributed many office supplies to the classroom. **Phi Delta Kappa** donations supplemented the bookroom and classroom.

## In-house Headlines

### Summer 2016

- Bloomington Rotary's Race for Literacy 5K walk/run earns \$3,226 for Teachers Warehouse.
- Volunteers flip flop contents of the project room and the classroom.
- TW Board members ask shoppers at Kroger and Wal-Mart to make supply purchases for TW and bring back more than 20 storage tubs filled with new supplies for the shelves.



### Fall 2016

- TW earns \$3,535 in funding via three grants: Wal-Mart Bloomington, South-Central Indiana REMC, and First Lady's Charitable Foundation. Board members Sara Laughlin and Sue Cull picked up the \$1,000 check from Indiana's First Lady Karen Pence at her annual luncheon at the Governor's Mansion.
- Board president Cull visits four local Rotary Clubs and one retired teachers group to share information in the 2015-16 annual report.
- The first TW quarterly e-newsletter is emailed and viewed by more than 1,234 supporters and friends of Teachers Warehouse, thanks to new board member Sara Laughlin.
- 100+ Women Who Care presents Teachers Warehouse with a \$17,700 gift, most which will be used for rent and operating expenses for the two upcoming years.

### Winter 2016-17

- The first letter-writing campaign garners close to \$6,000 in donations.
- The new liaison system begins to publicize unique and in-demand TW donations to teachers in the 11 school districts.
- TW experiences its largest shopping day ever when 90 teachers visit on Saturday, Jan. 21 and select items from Learning Treasures' inventory.
- Lucky's Market Coins for Bags program brings in \$1,312 to promote Teachers Warehouse to eligible teachers.



### Spring 2017

- A newly-forged relationship with Indianapolis counter-part Teachers' Treasurers brings 22 printers, planners, calendars, and pre-school books to TW shoppers.
- TW volunteer, Janet Schell, is honored at the Be More Awards, sponsored by Bloomington Volunteer Network.
- Target sends volunteer crews to assist at TW three times.
- First ever Finance Intern from Kelley School of Business, Yuji Yang assists with treasurer's reporting and responsibilities.
- Board member transition includes welcoming incoming board members: Micah Heath, Kate Cruikshank, Marge Schrag, and Jeff



Sparks and thanking Ron Jensen, Judy Bush, Sue Inman, Carol Walker, and Donnie Carver for their contributions. Ron remains active in TW as Board Advisor and Wednesday volunteer.

- TW and landlords MCCSC co-sign a new lease, providing three more rooms to TW for use as a furniture room, surplus storage, and temporary inventory room.
- Board sub-committee forms to plan for high school expansion.

## Homework Assignments Reward Donors, Supporters, and Volunteers

After “shopping” at Teachers Warehouse, teachers were given homework - a list of five donors’, volunteers’, and board members’ names and contact information with a request to send notes of thanks. Letters, greeting cards, photos, and drawings from teachers and their students warmed donors’ and supporters’ hearts and kept them giving of their time and resources. One such thank-you note from an RBB teacher came to our attention this spring: *“Thank you for donating materials to the Teachers Warehouse. Most of my students in school are in remediation, or at a lower level course. Many of my students’ families would have difficulty affording the educational tools I have for them because of Teachers Warehouse. A box of colored pencils, or pens, or tape, or other such items may not seem like much – but without them, the learning would be much more difficult; consequently, having these materials enhances my teaching. Please allow me to extend the appreciation of all my students.”* (Letter signed by each student of Beth Perney’s class)

### Goals for 2017-18

Goals	Actions
Equip, supply, and promote TW in order to include grade 9-12 public school teachers from Monroe, Brown, Greene, Lawrence and Owen Counties as eligible shoppers.	<ul style="list-style-type: none"> <li>▪ Conduct needs survey via high school teachers’ advisory group.</li> <li>▪ Set up an additional shopping and warehouse space.</li> <li>▪ Acquaint high school teachers with Teachers Warehouse offerings and procedures via liaisons, an Open House, and a high school ‘blitz.’”</li> </ul>
Provide free supplies to more than 40% of eligible pre K – grade 8 teachers and 33% of newly eligible high school educators.	<ul style="list-style-type: none"> <li>▪ Expand liaison system to include representatives from every school: 58 elementary and middle schools, 16 high schools.</li> <li>▪ Distribute promo magnets to each eligible shopper.</li> </ul>
Increase cash and supply donations by 15% by increasing individual and corporate awareness and support of Teachers Warehouse.	<ul style="list-style-type: none"> <li>▪ Use e-newsletter and TW presentations at support group meetings to promote supply drives by businesses and organizations.</li> <li>▪ Repeat letter campaigns – individuals and businesses – with 15% additional contacts.</li> </ul>
Staff TW with 4+ volunteers each weekday and Saturday.	Recruit additional volunteers: <ul style="list-style-type: none"> <li>▪ Expand presence and opportunities on Volunteer Network.</li> <li>▪ Appeal to Monroe County, Brown County, and Lawrence County retired educators.</li> </ul>

### Teachers Warehouse Board of Directors

President – **Sue Cull**

Vice President – Ann Miser

Treasurer – **Sara Laughlin**

Recording Secretary – **Theresa Simpson**

Corresponding Secretary – **Carolyn Livingston**

Director - Barb Marks

Director – **Jessica Monroe**

Director – **George Karnes**

Director – **Micah Heath**

Director – **Kate Cruikshank**

Director – Marge Schrag

Director – **Jeff Sparks**

Board Advisor – **Ron Jensen**

Rotary Members   Retired Teachers   Active Educators   TW Volunteers

### MISSION STATEMENT

*Teachers Warehouse serves the educational and creative needs of children by providing a unique means to transfer donated surplus merchandise from businesses and individuals for use in classrooms and schools.*

## 2016-2017 Financial Report: Teachers Warehouse, Inc.

	CASH	DONATED SCHOOL SUPPLIES	TOTAL
<b>Balance 7/1/2016</b>	<b>\$9,929.79</b>	<b>\$351,590.08</b>	<b>\$361,519.87</b>
<b>Income 7/1/2016-6/30/2017</b>			
100+ Women Who Care	\$17,921.80		
Business	\$5,986.24		
Individuals	\$4,240.27		
Rotary Clubs	\$2,688.65		
Stock the Shelves Campaign	\$5,325.23		
Grants	\$3,525.00		
Interest	\$12.78		
<b>TOTAL INCOME</b>	<b>\$39,699.97</b>	<b>\$297,816.95</b>	<b>\$337,516.92</b>
<b>Expense 7/1/2016-6/30/2017</b>			
Facility Insurance	\$673.71		
Facility Rent	\$5,050.53		
Fundraising	\$652.29		
Petty Cash	\$50.00		
Phone	\$380.72		
PO Box	\$140.00		
Financial Advisor	\$800.00		
Office Supplies	\$150.32		
Promotion	\$952.94		
School Supplies	\$16,068.49	\$225,526.75	
Contribution to Endowment	\$628.00		
Inventory purged		\$727.46	
<b>TOTAL EXPENSE</b>	<b>\$25,557.00</b>	<b>\$226,254.21</b>	<b>\$251,083.75</b>
<b>Balance 6/30/2017</b>	<b>\$24,072.76</b>	<b>\$423,152.82</b>	<b>\$447,953.04</b>

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