

**Goal 1: Equip, supply, and promote Teachers Warehouse in order to include grade 9-12 public school teachers from Monroe, Brown, Greene, Lawrence, and Owen counties.**

## TW Welcomes High School Educators

In May 2017 the Teachers Warehouse Board voted to boldly go where we had not gone in our 14-year history. We invited public high school teachers from our five-county service area to obtain free classroom supplies. Newly-eligible educators come from 17 schools:



Bedford North Lawrence HS, Bloomfield HS, Bloomington Graduation School, Bloomington HS North, Bloomington HS South, Broadview Learning Center, Brown Co. HS, Eastern-Greene HS, Edgewood HS, Hoosier Hills CC, Linton-Stockton HS, Mitchell HS, North Lawrence CC, Owen Valley HS, Shakamak HS, The

Academy of Science and Entrepreneurship, and White River Valley HS.

**The catalyst** for the project was MCCSC's gift of four more rooms to our part of the facility. One room became a showroom for classroom furniture; two others allowed for bulk supply storage. The fourth room provided a much larger book room to accept upper-level adolescent and college-bound literature. The Math/Science Room became the STEM room with expanded space for science and math lab equipment.

**The count-down** included four phases: research, fund-raising, purchasing, and setting up.

A survey of high school department heads and an advisory group informed us of unique supply needs specific to high school subjects and students.

Six successful grant proposals focused on implementing the high school initiative:

- Community Foundation of Bloomington & Monroe County
- Owen County Community Foundation
- Smithville Charitable Trust
- Tri Kappa
- True Value Foundation
- Western Indiana REMC

Via our annual campaign, donors supported the inclusion of high school teachers by doubling the amount donated in the previous year.

For the new Book Room, library shelving was donated by Kate Cruikshank and the MCPL. More shelving, which was fabricated by a Tech Ed. class at Owen Valley High School, came by way of grant funds. Purchases of see-through display bins and heavy-duty shelving for the bulk storage areas supported the project with product accessibility and availability.

The setup occurred at Thanksgiving time. OVHS students transported and assembled 500 linear feet of shelving. Volunteers, many from the local Rotary clubs, moved more than 17,000 books into the new Book Room and shifted the Project Room inventory to the previous Book Room.



Liaison messages to all schools, a *Herald-Times* feature, and posts on social media publicized the opening of TW to high school educators.

Volunteer recruitment amped up. At least five regular volunteers reported each weekday for the rest of the year.

**The launch** occurred during the first week of January 2018. By closing day on June 7, volunteers had served 115 grade 9-12 educators. Adding high school clients proved to be manageable as shelves in all rooms were fully stocked from January-June.

**"Your donation has had a direct and real impact on each and every one of my sophomores this year."**

**- Eastern-Greene HS English teacher**

**Goal 2:** Provide free supplies to 40+% of pre K - grade 8 teachers and 33+% of newly-eligible high school educators.

## 49% of Area PreK-Grade 8 Teachers Use TW

Providing free supplies to 720 potential new clients was not only a bold decision but also a daunting one. The inclusion of high school teachers increased our client potential by 46.6%, from 1,544 educators in 54 schools to 2,264 educators in 71 schools.

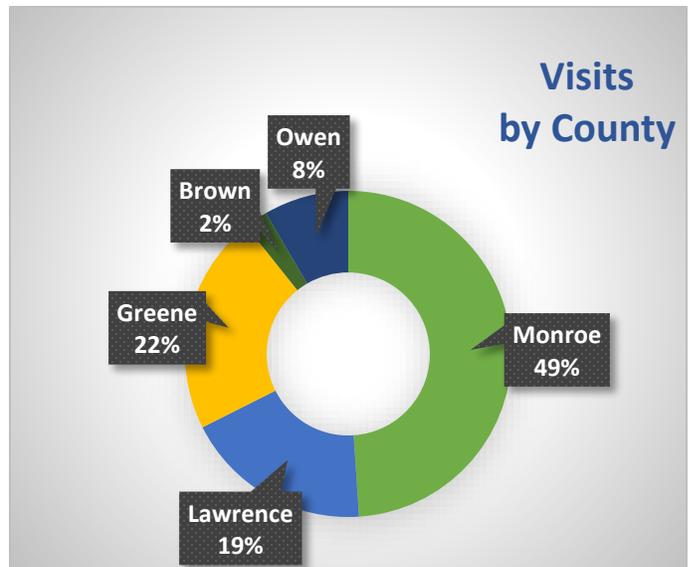
For the year, TW saw a 38% growth in over-all shopping visits, a 38% growth in the number of individual shoppers who visited, and a 57% growth in new shoppers. Overall, the 885 shoppers averaged 2.3 visits to TW.

Thirty nine percent (39%) of the 2,264 eligible PreK – grade 12 teachers obtained free supplies at Teachers Warehouse. Our number of preK-grade 8 shoppers jumped by 20.5%, from 639 to 770. Comparing apples to apples, 49% of all eligible preK-grade 8 teachers made use of TW, compared to 40% in the previous year. Sixteen percent of high school teachers visited between January and June.



### Monroe County Benefits Most from TW

Monroe County educators (from MCCSC and RBB) made the most use of Teachers Warehouse, visiting 992 times which accounted for 49% of all visits. Greene County’s five school districts made 435 visits. Greene County Retired Teachers accounted for more than half of those “visits” by taking and delivering orders to those who teach farthest away from TW. Lawrence County teachers from Bedford and Mitchell shopped 374 times (19%). The counties with the fewest teachers made the fewest visits. Owen County’s 169 visits accounted for 8% of the total, while Brown County’s 47 visits made up 2% of all visits.

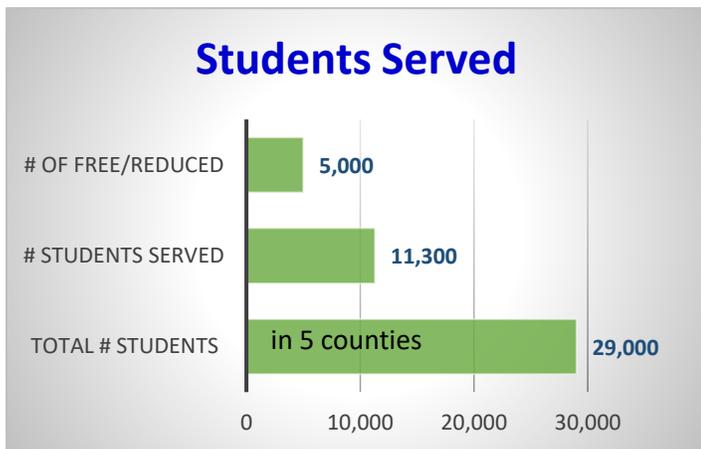


### Rapid Acceleration

On the penultimate day of TW’s year, June 6, TW reached a milestone when Meghann Goetz, 4<sup>th</sup> grade teacher at Arlington ES, checked out. Meghann not only earned the distinction of being the 2,000<sup>th</sup> TW shopper for 2017-18, but she also took home a backpack loaded with new supplies to celebrate the occasion. Shopping visits doubled in two years’ time and have tripled in five years.

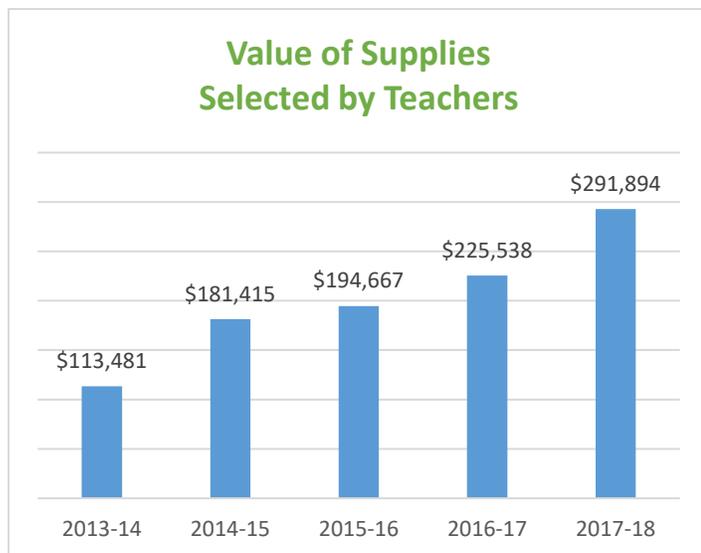
### Four of Every Ten Classrooms Use TW Supplies

Because 39% of eligible educators utilized Teachers Warehouse last year, students in four of every ten classrooms benefitted from TW supplies. Forty-five percent of those students served by TW, approximately 5,000, qualified for free/reduced lunch. (48% grades PreK-8; 35% grades 9-12).



### Average Shopper Claims \$300+ in Supplies

Coinciding with the increase in the numbers of shoppers and visits, the value of items obtained increased by \$67,418 or 30% over last school year. The average TW shopper obtained free items valued at \$331.



### Seventy-two Percent of Wishes Fulfilled

Teachers posted 91 wishes for unusual teaching tools. Donors often checked the wish list bulletin board and brought in wished-for items. TW staff contacted 66 educators to let them know their wish was fulfilled. Teachers left our facility with hula hoops, xylophones, and wireless microphones even though Teachers Warehouse does not regularly stock such items. Unusual items included a mini refrigerator, puppet stage, and floor lamps. Timers, book shelves, mailboxes, musical instruments, paper cutters, and bean bag chairs were requested multiple times.



Educators from 71 public schools were eligible to visit Teachers Warehouse in 2017-18. Below, the table illustrates which schools' teachers frequented TW the most to pick up free school supplies.

TOP TEN SCHOOLS	# of Visits
University Elementary - MCCSC	93
Templeton Elementary - MCCSC	91
Fairview Elementary - MCCSC	88
Bloomfield Elementary - BCS	70
Spencer Elementary - SOCS	67
Summit Elementary - MCCSC	60
Linton-Stockton Elementary - LSSC	60
Edgewood Jr. High - RBB	59
Shakamak Elementary - MSDSS	56
Edgewood Primary - RBB	53

*"I am a better teacher because of Teachers Warehouse."*  
 - Summit Elementary, special education teacher

Average Expenditure per Shopper = \$54 in Cash, \$260 in Donated Supplies

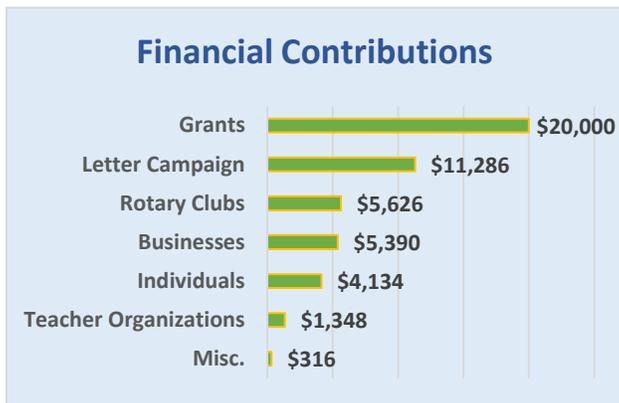
### Top Products Fill Shoppers' Baskets

Five specific products left the Teachers Warehouse shelves as part of almost every shopper's basket:

- #1 – New Pencils – 16,500+
- #2 – Mailing Envelopes – 10,500
- #3 – Card Stock – 6,900 sheets
- #4 – Pencil Top Erasers – 6,400
- #5 – Fiction Books – 5,800

**Goal 3: Increase cash and supply donations by 15% by increasing individual and corporate awareness and support of Teachers Warehouse.**

## Fund-Raising Efforts Pay Off



**Financial.** Cash donations soared. Income from grants, supporters’ donations, and the annual campaign contributed to a 21% increase in funds.

This year’s financial report reflects the local Rotary Clubs’ 50% increase in support. Northside and Spencer Exchange Clubs joined the ranks of support groups. Grant proceeds accounted for 40% of TW’s income.

Generous monetary donations came from Indiana University Credit Union, Premier Health Care, and Lucky’s Market.

Ninety-nine friends of Teachers

Warehouse, a 40% increase, contributed to the annual campaign, doubling the income from this fundraiser in one year.

**Businesses Support.** TW benefited from the generosity of local businesses. Smithville Fiber employees delivered \$10,000 in supplies, the yield from their annual internal school supply drive. Target’s phone calls to pick up pallets of red-lined products added more than \$5,000 in product to our shelves. Customers at College Mall Kroger and WalMart purchased and gave TW almost \$6,000 in classroom supplies during our annual supply drive. Boston Scientific’s and Owen County State Bank’s abundant donations of office furnishings made several teachers happy. Because of our intake from individual donors, total supply donations grew by 3%.

*“I was able to get a lot of basic supplies. My favorite pickup was a stapler. This place is a Godsend!”  
- Owen Valley HS., English teacher*

## TW Adds Ten to Regular Weekly Volunteer Crews

Ten new volunteers (in bold below) made significant contributions to the 4,000+ hours put in at Teachers Warehouse. Regular weekday volunteers, the rotating Saturday crews from support groups, occasional volunteers, and community groups from the Boy Scouts and Kelley School of Business deserve the credit for not only the smooth operation of TW but also the labor-intensive upgrades to the facility. On a weekly basis, the following group of 26 contributed muscle, ideas, and smiles:

**Andrea Barber**  
**Pat Basa**  
**Peggy Beckler**  
**Sandy Bender**  
Doug Cull  
Sue Cull  
**Erin Fleser**  
Derek Fullerton  
Elaine Hartman

**Jim Haverstock**  
Ron Jensen  
**Manpreet Kaur**  
**Sara Laughlin**  
Barb Marks  
Craig McDonald  
**Sierra McGinness**  
Dick McKaig  
Maribeth McKaig

Ann Miser  
Keith Miser  
**Deb Murzyn**  
Susan Nelson  
Bill Perkins  
Janet Schell  
Marge Schrag  
Marcia  
VanderLinden



**Everyday Heroes.** Two of TW’s daily heroes earned the distinction of “Everyday Heroes” sponsored by the *Herald-Times*. Feted in October during a breakfast awards program, Barb Marks and Elaine Hartman were also featured in an H-T supplement which claimed, “Not all heroes wear capes. Some maintain spreadsheets....” as their way of “giving back to the community.” Kudos and thanks to B & E!

**Be More Award.** Sue Cull, TW’s Board President and regular weekday volunteer, was surprised by the Be More (Knowledgeable) Award sponsored by Bloomington Volunteer Network in March. Nominated by Sara Laughlin and recognized by IU Credit Union CEO Bryan Price at the awards ceremony, Sue was described as the “driving force” behind TW’s growth since 2014. A \$500 gift for TW from the Community Foundation accompanied the award.

# New TW Board Creates Vision for Upcoming Years

Bryan Hane, representing Bloomington North Rotary, joined the Board to fill a mid-year vacancy. When the Board approved by-laws that expanded the allowable number of directors to 15, the nominations committee reached out to the Rotary clubs and active school administrators to fill all 15 seats. We welcomed back Judy Bush (Bedford Rotary) who had taken a one-year hiatus to serve as the District 6580 Governor for Indiana Rotary and Ron Jensen (Bloomington Rotary) who assisted as TW Board Advisor last year. Other Rotarians who joined the next Board include Gabe Colman (Bloomington North Rotary), Cheyenne Riker (Sunrise Rotary), and Marilyn Wood (Bloomington Rotary). Kari Esarey, (University Elementary School), will give the educator’s perspective. The Board will miss the wisdom and insights of Ann Miser who left the Board after serving three years, two as vice-president, and the contributions of Micah Heath, who represented school administrators.

Officers for 2018-19	
Sara Laughlin.....	President
Judy Bush.....	Vice-President
Bryan Hane.....	Treasurer
Kate Cruikshank.....	Recording Secretary
Theresa Simpson.....	Corresponding Secretary

**TW VISION:** *Every teacher in the schools Teachers Warehouse serves has access to the supplies students need to engage in learning, thanks to broad and sustained community support.*

At the annual meeting in May, the slate of new officers for 2018-19 was approved. In June, board members benefitted from a visioning process during a retreat with leader Michael Shermis. The group created a five-year vision for Teachers Warehouse.

## Goals for 2018-19

GOALS	STRATEGIES
Increase use of TW by eligible teachers, with special attention to HS teachers.	<ul style="list-style-type: none"> <li>Continue outreach to HS teachers.</li> <li>Renew liaisons for each school and send them regular email updates to forward to teachers.</li> <li>Communicate with/visit similar organizations to gather ideas.</li> <li>Publish quarterly newsletter.</li> <li>Update website monthly.</li> </ul>
Increase donations from community.	<ul style="list-style-type: none"> <li>Expand August supply drive to four locations, in partnership with Bloomington Rotary Clubs and Exchange Club.</li> <li>Invite donors, supporters, and volunteers to September open house.</li> <li>Report to sponsors to renew their support: six Rotary Clubs, two Exchange Clubs, and two retired teachers groups</li> <li>Add weekly and special event volunteers.</li> <li>Increase the number of donors to and total giving from annual campaign.</li> <li>Grow the TW endowment.</li> <li>Seek grants to fund special initiatives.</li> </ul>
Improve efficiency and effectiveness of TW operations.	<ul style="list-style-type: none"> <li>Complete audit and implement recommendations.</li> <li>Update volunteer handbook.</li> <li>Publish annual report.</li> <li>Engage Board members in all aspects of TW.</li> </ul>

## 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 in Monroe, Brown, Greene, Lawrence, and Owen counties.*

## 2017-2018 Financial Report: Teachers Warehouse

	<i>CHECKING</i>	<i>MONEY MARKET SAVINGS</i>	<i>SAVINGS</i>	<i>DONATED SCHOOL SUPPLIES</i>	<i>TOTAL</i>
<b>BALANCE 7/1/2017</b>	<b>\$7,372.03</b>	<b>\$16,023.10</b>	<b>\$5.46</b>	<b>\$423,152.82</b>	<b>\$446,553.41</b>
<b>Income 7/1/2017-6/30/2018</b>					
Business	\$5,390.45				
Individuals	\$4,450.88				
Rotary Clubs	\$5,626.59				
Teacher Organizations	\$1,348.92				
Stock the Shelves	\$11,286.52				
Campaign					
Grants	\$20,000.00				
Interest		117.48			
Transfer from Checking		\$10,000.00			
<b>TOTAL INCOME</b>	<b>\$48,103.36</b>	<b>\$10,117.48</b>	<b>\$0</b>	<b>\$298,675.70</b>	<b>\$356,896.54</b>
<b>Expense 7/1/2017-6/30/2018</b>					
Facility Insurance	\$788.12				
Facility Rent	\$4,166.70				
Fundraising	\$518.87				
Phone/Internet	\$329.57				
PO Box	\$166.00				
Warehouse Equipment	\$11,045.82				
Office Supplies	\$2,371.36				
Promotion	\$1,178.62				
School Supplies	\$14,844.78			\$291,894.15	
Contribution to	\$1,375.00				
Endowment					
Transfer to MM Savings	\$10,000.00				
Inventory Purged				\$93,920.21	
<b>TOTAL EXPENSE</b>	<b>\$46,784.84</b>	<b>\$0</b>	<b>\$0</b>	<b>\$385,814.36</b>	<b>\$432,599.20</b>
<b>BALANCE 6/30/2018</b>	<b>\$8,690.55</b>	<b>\$26,140.58</b>	<b>\$5.46</b>	<b>\$336,014.16</b>	<b>\$370,850.75</b>

### Teachers Warehouse Board of Directors – 2017-18

President – **Sue Cull**

Vice President – **Ann Miser**

Treasurer – **Sara Laughlin**

Recording Secretary – **Theresa Simpson**

Corresponding Secretary – **Carolyn Livingston**

Directors - **Barb Marks, Marge Schrag, Jeff Sparks,**

**Kate Cruikshank, Micah Heath, Bryan Hane**

Board Adviser – **Ron Jensen**

Rotary Members   Retired Teachers   Active Educators   TW Volunteers

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