



2018 ANNUAL REPORT



GLOBAL GIFTS, INC

VOLUNTEERS | FINANCIAL POSITION | SALES ANALYSIS | PROFIT & LOSS

OUR MISSION

Global Gifts is a not-for-profit business committed to serving disadvantaged artisans and producers in developing nations around the world by:

- Providing vital fair income and improvement for people of limited opportunity
- Marketing ethically produced and ethically obtained handmade products
- Educating the public about the cultures and traditions associated with items we sell
- Helping consumers spend their shopping dollars in ways that benefit disadvantaged people across the globe

STORE LOCATIONS

INDIANAPOLIS, IN (MASS AVE)

446 Massachusetts Avenue
Indianapolis, IN 46204
317-423-3148

INDIANAPOLIS, IN (NORA)

1300 East 86th Street, Suite 17
Indianapolis, IN 46240
317-569-0670

BLOOMINGTON, IN

122 North Walnut Street
Bloomington, IN 47404
812-336-7402

COLUMBUS, OH (SHORT NORTH)

682 North High Street
Columbus, OH 43215
614-621-1744



CONNECT



FACEBOOK

www.facebook.com/globalgiftsmassave
www.facebook.com/globalgiftsnora
www.facebook.com/globalgiftsbloomington
www.facebook.com/globalgiftsshortnorth

TWITTER

@GlobalgiftsFT
@GlobalGiftsBlm
@GlobalGiftsCbus

PINTEREST

www.pinterest.com/globalgiftsft
www.pinterest.com/globalgiftsfair
www.pinterest.com/globalgiftsblm
www.pinterest.com/globalgiftscbus

INSTAGRAM

www.instagram.com/globalgiftsmassave
www.instagram.com/globalgiftsnora
www.instagram.com/globalgiftsshortnorth
www.instagram.com/globalgiftsbloomington

BOARD OF DIRECTORS

Jo Ellen Buffie, President
Bridget Farren, Vice President
Kyle Stiffney, Treasurer
Jessica Rhoades, Secretary
Erv Boschmann
Jay Brubaker
Mark Cardwell
Andrew Crecelius
Abri Hochstetler
Tom Kashin
Heather Wingenroth
Gracia Valiant



STAFF

ADMINISTRATIVE STAFF

Alissa Head, Executive Director
Jennifer Moncel, Marketing Manager
William Powell, Accountant
Becky Wigginton, Offsite Sales Coordinator

INDIANAPOLIS, IN (MASS AVE)

Dianna Norris, Manager
Lynne Watson, Assistant Manager
Joy Hess, Sales Associate
Lee Reynolds, Sales Associate
Sarah MacDougall, Sales Associate
Dorothy Ilgen, Sales Associate
Kim Johnson, Sales Associate
Spring Rodriguez, Seasonal

INDIANAPOLIS, IN (NORA)

Kinsey Davis, Manager
Amanda Lyons, Assistant Manager & Volunteer Coord.
Erica Billingsly, Assistant Manager
Erika Jervis, Sales Associate
Claire Murphy, Sales Associate
Mackenzie Baker-Robinson, Sales Associate
Anne Lennon, Seasonal

BLOOMINGTON, IN

Dave Debikey, Store Manager
Gracia Valliant, Sales Associate
Melissa Adkins, Volunteer Coordinator
Amanda Eby, Sales Associate
Patty Moon, Seasonal
Olivia McDermott-Sipe, Sales Associate

COLUMBUS, OH (SHORT NORTH)

Amy Phillips-Gary, Manager
Frances Wilson, Assistant Manager
Connie DeJong, Sales Associate
Marjorie Kirk, Sales Associate
Kris LoFrumento, Sales Associate
Sarah Thomas, Sales Associate
Heather Ziegler, Sales Associate

2018

REPORT

MESSAGE FROM THE EXECUTIVE DIRECTOR

“Feminism is the radical notion that women are people.”

You are probably familiar with that quote.

Fair Trade is the radical notion that people should be paid fairly for their work, that our products should be produced by people who have safe working conditions, and that all people deserve the opportunity for clean water, health care, and education for their children.

Fair Trade embraces people of all genders, but especially women, who are often the most marginalized and disadvantaged. Fair Trade creates opportunity when a lack of training, capital, or access to market may impede success. Fair Trade protects people from trafficking by keeping them employed in their home villages and living with their families. And Fair Trade, most importantly of all, protects children - ensuring they are not working for their daily bread on plantations or in sweatshops, but are nurtured by their families, and have the right to play and go to school.

When you purchase a Fair Trade product – be that coffee, chocolate, clothing, or beautiful handmade jewelry and textiles – you are making a difference in the world.

Because you choose to purchase Fair Trade, people have a better way of life.

When you volunteer your time and your talents at Global Gifts, you make sustainable success a reality for Fair Trade artisans. When you share your love of Fair Trade with others, you expand this vision: That all people have the right to dignity in vocation, and all cultures have a unique and beautiful expression to share in the form of handmade artistry.

Thank you for supporting Fair Trade. Fair Trade provides prosperity, and Global Gifts has been a cornerstone of Fair Trade for over 30 years. Although I have been leading Global Gifts in this role for less than a year, I look forward to many more years of collaboration with our amazing team of board members, staff, and volunteers, and continued growth in our mission supporting artisans around the globe.



ALISSA HEAD

Global Gifts, Executive Director

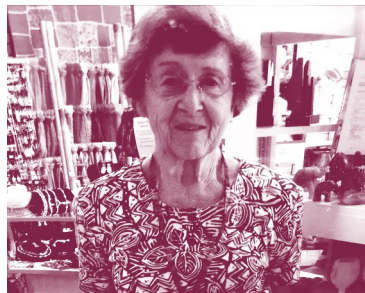
VOLUNTEERS

INDIANAPOLIS, INDIANA - MASS AVE

50+ HOURS

Susan Baggarly
Nancy Boettner
Jo Ellen Buffie
Katie Buschmann
Andrew Crecelius
Kathleen Flannery
Christine Jackson
Barbara Longoria
Ann McKenzie
Emi Miyagawa
Maria Porter
Lee Reynolds
Ellen Robinson
Lauren Rowe
Sally Spiers
Gerry Sullivan-Clark
Tony Welch

Erica Billingsley
Richard Chu
Rebecca Critser
Marilyn Holmes
Meredith Jones
Abby Kreuzman
Jamie Kreuzman
Mary Leichty
Rod Maust
Sondra McGee
Greg Peck
Judy Walter
Mary Watson



VOLUNTEERS |

INDIANAPOLIS, INDIANA - NORA

50+ HOURS

Faith Akinyi
Elizabeth Blanchard
Linda Bullard
Ann Carlson
Beverly Cox
Joanne Dankert
Katherine Essink
Grace Geeganage
Ellie Harrison
Bev Hendricks
Sue Hittle
Jennifer Kaufmann
Anne Lennon
Donna Marsh
Cindy Mast
Marsha McDaniel
Jim McDaniel
Barb Minks
Suzanne Murray
Alice Oestreich
Rick Peters
Vicki Sholty
Linda Showalter
Marcella Slabosky
Mona Stephens
Anne Wakefield
Julie Williams
Anarene Yim

Cianna Anderson
Jane Bostwick
Deb Brandt
Stacey Cassell
Claudia Chinesse
Lu Culp
Reagan Fahey
David Geeganage
Kara Geraci
Rebecca Huet
Lara Kish
Amelie Laytart
Maureen Meyer
Rachel Meyer
Margaret Miller
Barb Miller
Holly Neff
Eva Riddick
Rhonda Sherer
Jennifer Skinner
Dorinda Smith
Ariane Stallard
Kam Sweatt
Kelly Trimble
Anna Triscari
Robin Valenzuela



VOLUNTEERS | BLOOMINGTON, INDIANA

50+ HOURS

Carlie Asher
Grace Bielefeld
Christie Bowman
Molly Bui
Jen Crystal
Lori Dahlstrom
Maeve Flaherty
Stephanie Gaitan
Donna Goings
Lucy Guan
Lauren Juarez
Mia Kim
Jill Kovach
Dorothy Lenard
Molly Livingston
Ada Lynch
Nicole Main Long
Marty McDonald
Haily Merritt
Patty Moon
Kota Noel
Mary Sullivan
Jean Tarquinio
Barbara von Przewoski
Gail Weaver
Quinn Wilson
Sarah Yang

Amanda Adrianz
Sonal Bhargaval
Emily Binhack
Emma Bowlen
Maggie Bui
Mackenzie Carver
Hannah Davis
Greysan Debikey
JJ Degner-Lopez
Madelyn Dickerson
Maddie Dippel
Janice Gray
Ciara Grierson
Grace Hager
Karen Hahn
Emily Heller
Nancy Henry
Carol Kelly
Gigi Kirkley
June Luangphairin
Mo Lynch
Olivia McDermott-Sipe
Katie McLennan
Hayley Miller
Hannah Morrolf
Chris Naylor
MaddieNewquist
Maria Ney
Joslin Nguyen
Beth Reynolds
Dani Robbins
Olivia Ryan
Mercedes Sanchez
Rebecca Stewart
Eva Valliant
Paige Venturi
CeAira Waymon
Emily Wheeler
Emily Wickersham
Shelby Wolf
Jules Wood



VOLUNTEERS | COLUMBUS, OHIO

**50+
HOURS**

Sheneve Butler
Sam Carter
Megan Eberts
Caitlin Edwards
Kaitlin Fisher
Jennifer Goodman
Yaqi (Amelia) Guo
Sona Hardikar
Judy Hartzler
Karen Hull
Jenn Jarvis
Betsy Loeb
Anne O'Farrell-Devoe
Ruozhang (Roo) Qian
Yoselin Ramirez
Jamie Richards
Jose Saucedo
Sascha Smoot
Audrey Soemarsono
Awi Sung
Joanna Suter
Jessica Wang
Sue Wolford

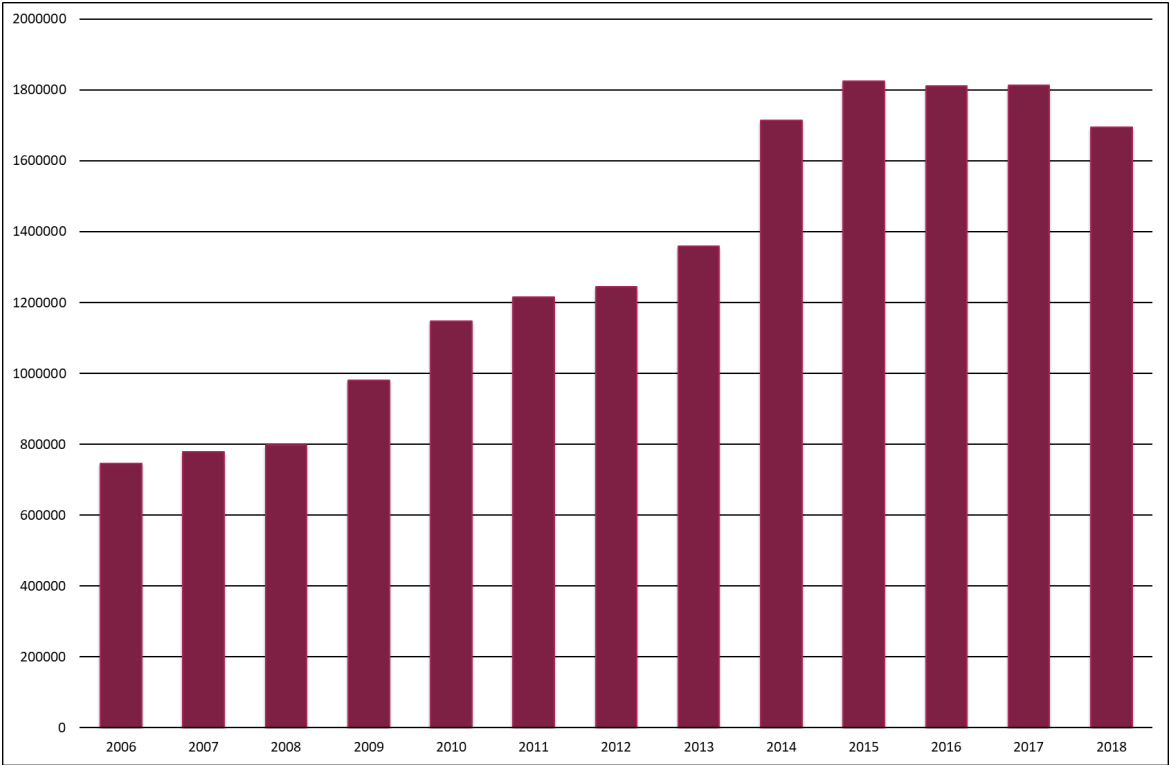
Zura Abd Rahim
Isabella Aguiar
Madhuri Bhaskar
Luis Borromeo
Abby Bowman
Zoe Brinkmiller
Ashley Cardona
Daelyn Crome
Catherine Dong
Hayley Douridas
Ana Eichner
Amanda Erickson (Buchert)
Mark Estis
Naomi Etgen
Chloe Fauber
Kimberly Fauber
Juan Felipe Delgado
Emillee Flagg
Emmanuella Frimpong
Halle Henry
Linda Lane
Emily Lau
Jaja Liang
Carolyn Maurer
Gabriel McCoard
Emma Megla
Joana Miller
Nina Mulroy
Lilly O'Toole
Micah Phillips-Gary
Rhea Ponappa
Jane Porter
Laura Roberts
Jackson Schiefelbein
Angel Schnitter
Hans Sorenson
Victor Storts
Emma Traylor
Skye Wanstrath
Joe Waters
Paula Wolter
Ziyue (Violet) Yang
Phoebe Yoder-Tiedt
Lexi Zoldan



STATEMENT OF FINANCIAL POSITION

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
CASH IN CHECKING	337,763	364,558	(26,795)
CASH IN DRAWERS	3,684	3,187	497
CASH IN SAVINGS	<u>2,310</u>	<u>12,043</u>	<u>(9,733)</u>
Total Checking/Savings	343,757	379,788	(36,031)
Other Current Assets			
Inventory			
Inventory - Columbus	71,946	72,135	(189)
Inventory- Nora	70,132	61,415	8,717
Inventory - Mass Ave	62,474	76,121	(13,647)
Inventory - Bloomington	61,063	56,650	4,413
Inventory - Imani	11,135	10,628	507
Fair Trade Books	2,836	2,836	
Inventory - Off Site	<u>63</u>	<u>7,766</u>	<u>(7,703)</u>
Total Inventory	279,649	287,551	(7,902)
Prepaid Expense	<u>1,451</u>	<u>2,029</u>	<u>(578)</u>
Total Other Current Assets	<u>281,100</u>	<u>289,580</u>	<u>(8,480)</u>
Total Current Assets	624,857	669,368	(44,511)
Fixed Assets		2,718	(2,718)
Other Assets	<u>12,024</u>	<u>12,024</u>	
TOTAL ASSETS	<u>636,881</u>	<u>684,110</u>	<u>(47,229)</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities	<u>134,120</u>	<u>159,318</u>	<u>(25,198)</u>
Total Liabilities	134,120	159,318	(25,198)
Equity			
3200 - Retained Earnings	524,793	533,830	(9,037)
Net Income	<u>(22,032)</u>	<u>(9,038)</u>	<u>(12,994)</u>
Total Equity	<u>502,761</u>	<u>524,792</u>	<u>(22,031)</u>
TOTAL LIABILITIES & EQUITY	636,881	684,110	(47,229)

CHARTING OUR SALES



PRIOR YEAR COMPARISON BY STORE

	15-Nov		20-Nov		30-Nov		40-Columns		50-Off-Sites		TOTAL	
	Jan	Dec 17	Jan	Dec 18	Jan	Dec 18	Jan	Dec 18	Jan	Dec 18	Jan	Dec 18
	5 Change		5 Change		5 Change		5 Change		5 Change		5 Change	
4000 - Income - Sales (SUMMARY ONLY)	363,280	365,266	1,977	469,846	376,091	384,154	453,236	452,100	376,091	371,193	1,894,487	1,813,306
4900 - Other Income (SUMMARY)	1,079	3,464	(2,885)	5,376	3,124	1,386	2,537	3,462	1,386	1,905	11,685	18,158
	364,359	368,730	(4,862)	475,222	379,215	385,540	455,773	455,562	377,417	383,098	1,906,172	1,831,464
5000 - Cost of Sales (SUMMARY ONLY)	180,478	193,164	(12,686)	233,193	192,834	192,834	238,581	238,581	192,834	192,834	854,587	953,489
	380,876	381,894	(12,686)	233,193	379,668	379,668	455,162	455,162	370,248	370,248	854,587	953,489
	183,880	175,566	8,324	242,029	202,702	186,392	215,192	209,754	183,880	183,880	851,195	877,975
6100 - Payroll (SUMMARY ONLY)	104,827	124,333	(19,506)	142,172	121,709	121,709	135,013	130,405	121,709	136,666	535,623	562,280
6200 - General & Admin (SUMMARY ONLY)	14,447	13,998	449	16,866	14,058	14,058	18,730	16,927	14,058	3,008	71,159	71,325
8100 - Advertising & Income (SUMMARY)	4,392	5,822	(1,230)	5,099	5,914	5,914	11,066	8,886	5,914	1,292	34,323	29,787
6200 - Other Staffing Expense (SUMMARY)	3,260	2,628	632	4,413	2,601	2,601	4,475	3,534	2,601	706	16,055	18,283
	180,122	194,341	(14,219)	218,671	244,859	244,859	253,242	237,282	244,859	30,206	873,227	887,013
	378,8	378,8	(18,779)	5,358	18,637	9,596	10,049	(974)	(974)	(21,916)	(2,032)	(2,032)
	378,8	378,8	(18,779)	5,358	18,637	9,596	10,049	(974)	(974)	(21,916)	(2,032)	(2,032)