

Photo: Good Paper Artisans

2019 ANNUAL REPORT



GLOBAL GIFTS, INC

VOLUNTEERS | FINANCIAL POSITION | SALES ANALYSIS | PROFIT & LOSS

OUR MISSION

Global Gifts is a nonprofit business committed to creating sustainable economic opportunities and safe and equitable working conditions for disadvantaged artisans and farmers around the world by:

- Providing vital fair income and employment for people of limited opportunity;
- Marketing ethically produced and ethically obtained handmade products;
- Respecting cultural identity and educating the public about the cultures and traditions associated with items we sell; and
- Helping consumers spend their shopping dollars in ways that support marginalized communities and environmental sustainability through the principles of Fair Trade.

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
Madhuri Baskhar
Erv Boschmann
Jay Brubaker
Mark Cardwell
Andrew Crecelius
Abri Hochstetler
Tom Kashin
Rhonda Sherer
Gracia Valiant
Heather Wingenroth



2019 REPORT

STAFF

ADMINISTRATIVE STAFF

Alissa Head, Executive Director
Jennifer Moncel, Marketing Manager
William Powell, Accountant

INDIANAPOLIS, IN (MASS AVE)

Dianna Norris, Store Manager
Lynne Watson, Assistant Manager
Sarah MacDougall, Sales Associate
Dorothy Ilgen, Sales Associate
Kim Johnson, Sales Associate
Katherine Zahid, Seasonal Sales Associate
Lee Reynolds, Sales Associate

INDIANAPOLIS, IN (NORA)

Kinsey Davis, Store Manager
Amanda Lyons, Assist. Manager & Volunteer Coordinator
Anne Lennon, Sales Associate
Erica Billingsly, Sales Associate
Mackenzie Baker-Robinson, Sales Associate
Becky Wigginton, Offsite Sales
Nina Chilbert, Seasonal Sales Associate



BLOOMINGTON, IN

Dave Debikey, Store Manager
Sophia Goris, 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, Assist. Manager & Volunteer Coordinator
Jess Kavinsky, Sales Associate
Marjorie Kirk, Sales Associate
Emma Traylor, Sales Associate
Heather Ziegler, Sales Associate

MESSAGE FROM THE DIRECTOR



2019 was a great year for Global Gifts. We saw a 4.4% increase in sales over the previous year. Our ecommerce grew by 36% in 2019 compared to 2018. We kicked off our 5-year Strategic Plan. We ended the year “in the black” which we haven’t seen for several years! Jo Ellen Buffie, our Board Chair, is calling this “Global Gifts 2.0” and I couldn’t agree more!

We are so fortunate to have such a caring community of volunteers, board members, staff, and customers. This has been made even more evident in the era of COVID-19. As I write this and look back over 2019, it is impossible to not recognize and address the challenges we have in store for 2020. Even so, our community continues to show up by donating to our cause, shopping on our website, and sharing our social media posts. I know all our Global Gifts leadership is feeling deep gratitude for our community of supporters.

Now more than ever, we must focus on fair trade. Artisans and farmers are feeling the effects of this pandemic just as we are, and they are already at risk economically. I believe we will emerge from this challenge even stronger in our mission. Fair wages and safe working conditions are basic human rights. Supporting artisans and producers – no matter where they live – makes the world a safer, stronger, and better place for all of us.

Thank you for all you do for Global Gifts. Your support means the world to us!

Alissa Head

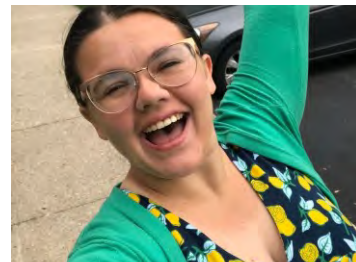
ALISSA HEAD
GLOBAL GIFTS, EXECUTIVE DIRECTOR

VOLUNTEERS | INDIANAPOLIS, INDIANA - MASS AVE

**50+
HOURS**

Nancy Boettner
Emily Burke
Katie Buschmann
Candice Eck
Kathleen Flannery
Elizabeth Hoover
Christine Jackson
Kaylynn Kenekham
Mary Liechty
Barbara Longoria
Sondra McGee
Ann McKenzie
Emily Miyagawa
Bob Musgrave
Greg Peck
Ellen Robinson
Judi Walter
Tony Welch

Susan Baggarly
Erica Billingsly
Jo Ellen Buffie
Josie Burton
Marie Cameron
Richard Chu
Andrew Crecelius
Rebecca Critser
Pat Dugan
Joy Hess
Marilyn Holmes
Caroline King
Tammy King
Sarah MacDougall
Rod Maust
Maria Poeter
Lauren Rowe
Sally Spiers
Cathy Tupper
Kendall Wolfe
Katherine Zahid



VOLUNTEERS | INDIANAPOLIS, INDIANA - NORA

50+ HOURS

Rana Aldulaeimi
Erica Billingsley
Jane Bostwick
Linda Bullard
Ann Carlson
Claudia Chinesse
Beverly Cox
Lu Culp
Joanne Dankert
Braedon Eckert
Mia Essig
Katherine Essink
Pam Estes
Grace Geeganage
Bev Hendricks
Sue Hittle
Rebecca Huet
Jennifer Kaufmann
Anne Lennon
Cindy Mast
Allen Mast
Marsha McDaniel
Rachel Meyer
Barb Minks
Suzanne Murray
Alice Oestreich
Divya Pathak
Zach Patterson
Rick Peters
Eva Riddick
Joy Rothrock
Rhonda Sherer
Vicki Sholty
Linda Showalter
Dee Shuppert
Marcella Slabosky
Ariane Stallard
Mona Stephens
Anarene Yim

Cianna Anderson
Mackenzie Baker-Robinson
Deb Brandt
Jocelyn Bruch
Stacey Cassell
Nina Chilbert
Ellie Harrison
Lara Kish
Amelie Laytart
Nancy Lyons
Donna Marsh
Maureen Meyer
Barb Miller
Margaret Miller
Amelia Reiling
Ioni Robinson
Patti Shipley
Dorinda Smith
Kam Sweatt
Kelly Trimble
Anna Triscari
Robin Valenzuela
Anne Wakefield



VOLUNTEERS | BLOOMINGTON, INDIANA

**50+
HOURS**

Grace Bielefeld
Cat Blankenship
Christie Bowman
Molly Bui
Lori Dahlstrom
Donna Goings
Sophia Goris
Janice Gray
Grace Hagar
Nancy Henry
Bella Inman
Lauren Juarez
Carol Kelly
Jill Kovach
Molly Livingston
Ada Lynch
Gabrielle Martin
Marty McDonald
Patty Moon
Maya Painter
Beth Reynolds
Olivia Ryan
Fabiana Santos
Mary Sullivan
Jean Tarquinio
Gracia Valliant
Barbara Von Przewoski
Catherine Walsh
Gail Weaver
Quinn Wilson
Jules Wood

Amanda Adrianz
Ayad Al-Dahhan
Angie Antrim
Elizabeth Baker
Emma Bowlen
Autumn Brandt
Kara Brinkley
Victoria Cheng
Jen Crystal
Madelyn Dickerson
Lucy Ellis
Sam Fischman
Hannah Fry
Ralph Gaebler
Stephanie Gaitan
Steph Gano
Gloria Garcia
Ciara Grierson
Lucy Guan
Chloe Halbert
Kaye Hill
Barb Johnson
Mia Kim
Gigi Kirkley
Kim Lay
Dorothy Lenard
Roma Matharu
Linda McCoy
Katie McLennan
Daniel Mutchler
Chris Naylor
Maddie Newquist
Maria Ney
Joslin Nguyen
Kota Noel
Syd Overtoom
Kavya Rajesh
Dani Robbins
Kiley Ross
Mercedes Sanchez
Addie Schmucker
Kristin Sheikh
Rebecca Stewart
Charlize Tanlim
Eva Valliant
Paige Venturi
CeAira Waymon
Teddy Whitner
Denise Woods
Sarah Yang



VOLUNTEERS | COLUMBUS, OHIO

**50+
HOURS**

Sheneve Butler
Jocelyn Chen
Megan Eberts
Kimberly Ervin
Heather Giffen
Jennifer Goodman
Karen Hull
MacKenzie Kennie
Rebecca Kuhr
Betsy Loeb
Alexis Mobley
Anne O'Farrell-Devoe
Laura Roberts
Grace Satow
Becca Schutz
Abigail (Abbi) Stoke
Joanna Suter
Emma Traylor
Phoebe Yoder-Tiedt

Marybeth Auletto
Madhuri Bhaskar
Rachel Brunot
Spencer Chau
Roxanne Demarest
Caitlin Edwards
Amanda Erickson
Mark Estis
Carolina Fanin
Chloe Fauber
Emi Flagg
Donald Ford
Gretchen Geyer
Yaqi (Amelia) Guo
Sona Hardikar
Judy Hartzler
Halle Henry
Camille Housh
Hope Jervis
Lynsey Johnson
Janiyah Lancaster
Veronica Lysaght
Carolyn Maurer
Connie Melvin
Brianna Neff
Chris Oliver
Lilly O'Toole
Christian Padierna
Stephanie Page
Ariana Parquette
Jack Pelleriti
Alice (Yuqin) Peng
Micah Phillips-Gary
Ruozhang (Roo) Qian
Darrea Ragland
Jennifer Rash
Jamie Richards
Julia Rubino
Angel Schnitter
Hans Sorenson
Henry Sorenson
Sarah Thomas
Skye Wanstrath
Joe Waters
Arnold White
Christine Wine
Sue Wolford
Paula Wolter



STATEMENT OF FINANCIAL POSITION

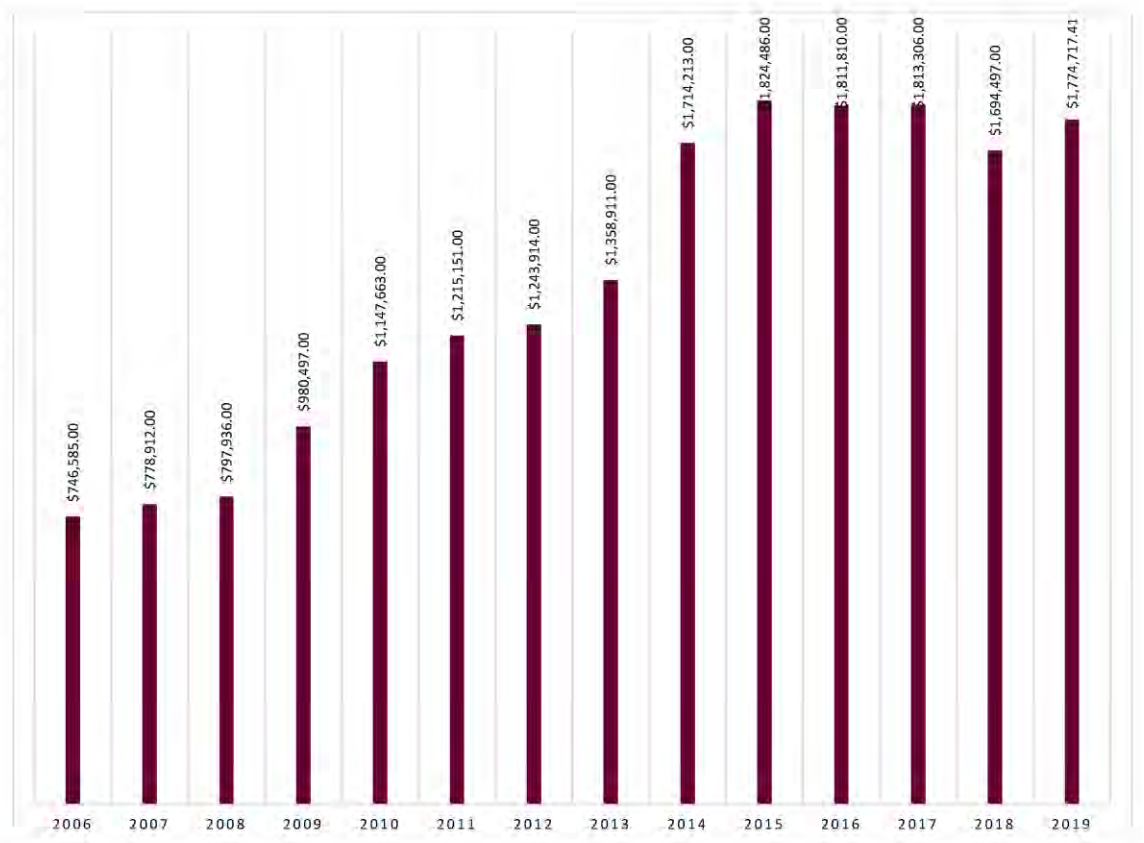
Accrual Basis

As of December 31, 2019

	Dec 31, 19	Dec 31, 18	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1200 · SAVINGS (SUMMARY ONLY)	6,706.12	2,310.49	4,395.63
1100 · CHECKING (SUMMARY ONLY)	345,747.91	337,764.63	7,983.28
1000 · CASH (SUMMARY ONLY)	6,330.55	3,684.11	2,646.44
Total Checking/Savings	<u>358,784.58</u>	<u>343,759.23</u>	<u>15,025.35</u>
Other Current Assets			
1490 · Prepaid Expense	2,659.31	1,451.36	1,207.95
1500 · Inventory (SUMMARY ONLY)	286,656.05	252,731.58	33,924.47
Total Other Current Assets	<u>289,315.36</u>	<u>254,182.94</u>	<u>35,132.42</u>
Total Current Assets	648,099.94	597,942.17	50,157.77
Fixed Assets			
Other Assets	12,023.99	12,023.99	
TOTAL ASSETS	<u><u>660,123.93</u></u>	<u><u>609,966.16</u></u>	<u><u>50,157.77</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities	175,568.63	134,119.67	41,448.96
Total Liabilities	<u>175,568.63</u>	<u>134,119.67</u>	<u>41,448.96</u>
Equity			
3200 · Retained Earnings	343,790.74	392,736.55	(48,945.81)
3000 · Opening Balance Equity	132,055.75	132,055.75	
Net Income	8,708.81	(48,945.81)	57,654.62
Total Equity	<u>484,555.30</u>	<u>475,846.49</u>	<u>8,708.81</u>
TOTAL LIABILITIES & EQUITY	<u><u>660,123.93</u></u>	<u><u>609,966.16</u></u>	<u><u>50,157.77</u></u>

CHARTING OUR SALES

2006	\$	746,585.00
2007	\$	778,912.00
2008	\$	797,936.00
2009	\$	980,497.00
2010	\$	1,147,663.00
2011	\$	1,215,151.00
2012	\$	1,243,914.00
2013	\$	1,358,911.00
2014	\$	1,714,213.00
2015	\$	1,824,486.00
2016	\$	1,811,810.00
2017	\$	1,813,306.00
2018	\$	1,694,497.00
2019	\$	1,774,717.41



PROFIT & LOSS

PRIOR YEAR COMPARISON BY STORE

Accrual Basis

January through December 2019

	10-Nora			20-Mass Ave			30-Bloomington			40-Columbus			Total 80-Imani			90-Web Sales			TOTAL		
	Jan - Dec 19	Jan - Dec 18	\$ Change	Jan - Dec 19	Jan - Dec 18	\$ Change	Jan - Dec 19	Jan - Dec 18	\$ Change	Jan - Dec 19	Jan - Dec 18	\$ Change	Jan - Dec 19	Jan - Dec 18	\$ Change	Jan - Dec 19	Jan - Dec 18	\$ Change	Jan - Dec 19	Jan - Dec 18	\$ Change
Income																					
4000 - Income - Sales (SUMMARY ONLY)	410,633	363,269	47,344	479,070	469,846	9,224	403,628	384,154	9,474	443,301	451,236	(7,935)	12,551	12,930	(379)	25,716	3,042	22,674	1,774,899	1,694,497	80,402
4900 - Other Income (SUMMARY)	1,558	1,079	479	1,286	5,378	(4,090)	1,281	1,396	(125)	1,569	2,537	(945)	83	1,024	(941)	165	283	(118)	5,942	11,685	(5,743)
Total Income	412,191	364,366	47,823	480,356	475,222	5,134	404,889	385,540	9,349	444,899	453,773	(6,883)	12,634	13,954	(1,320)	25,881	3,325	22,556	1,780,841	1,706,182	74,659
Cost of Goods Sold	219,524	183,917	35,607	233,190	242,495	(9,299)	205,927	197,688	8,839	241,042	246,392	(5,350)	10,130	11,365	(1,235)	234	847	(413)	910,056	881,804	28,152
Gross Profit	192,667	180,451	12,216	247,167	232,727	14,430	198,962	188,452	610	203,848	207,381	(3,533)	2,504	2,589	(85)	25,647	2,678	22,969	870,785	824,278	46,507
Expense																					
6100 - Payroll (SUMMARY ONLY)	105,694	104,827	867	149,632	142,172	7,460	136,161	121,709	14,452	128,379	135,013	(6,634)	9,938	16,236	(8,298)	9,938	13,666	(3,728)	539,742	535,623	4,119
7000 - Stores & Facilities (SUMMARY)	57,511	52,996	4,515	60,243	67,621	(7,378)	31,851	34,413	(2,562)	48,696	55,967	(7,271)	2,036	2,248	(212)	2,776	2,822	(46)	203,113	216,067	(12,954)
8200 - General & Admin (SUMMARY ONLY)	15,436	14,447	989	16,797	16,866	(69)	15,057	14,858	89	17,874	16,720	(846)	566	2,660	(2,094)	3,318	3,506	(189)	69,048	71,159	(2,111)
9100 - Advertising & Promo (SUMMARY)	11,068	4,562	6,476	6,247	5,669	548	9,943	10,382	(439)	6,789	11,066	(4,277)		1,292	(1,292)		1,292	(1,292)	34,047	34,323	(276)
9200 - Other Staffing Expense (SUMMARY)	2,903	3,280	(357)	3,602	4,313	(711)	4,534	2,603	1,931	5,067	4,475	612		698	(696)		706	(706)	16,126	16,055	71
Total Expense	192,612	180,122	12,490	236,521	236,671	(150)	197,546	184,665	13,481	206,825	225,241	(18,416)	12,540	25,134	(12,594)	16,632	21,994	(5,962)	862,676	873,227	(11,151)
Net Income	55	329	(274)	10,836	(3,844)	14,589	1,416	14,387	(12,971)	(2,977)	(17,860)	14,883	(10,036)	(22,545)	12,509	9,615	(19,316)	29,931	8,709	(49,849)	57,858

BEST SELLERS

Rank	GG SKU	Description	Avg Price	Vendor Name	\$ Sold	Qty Sold
1	1199	BUNYAAD RUG	\$1,081.24	BUNYAAD RUG ROOM	\$31,355.98	29
2	99077	Adult Animal Hat	\$33.49	ANDES GIFTS	\$5,894.01	176
3	99122	Animal Winter Scarf	\$42.68	ANDES GIFTS	\$5,718.63	134
4	890113	CAPE BABY ALPACA	\$95.73	LORETO FAIR TRADE	\$4,786.25	50
5	61252	Fleece Jacket with Hood	\$64.37	GANESH HIMAL	\$4,699.23	73
6	4000	BATIK SARONG: ASSORTED	\$22.70	BLUE HAND	\$4,585.52	202
7	644209	Real Butterfly Wing Sterling Silver Bracelet	\$171.17	SILVER TREE	\$4,279.20	25
8	99177	Animal Cup Cozies	\$13.54	ANDES GIFTS	\$4,236.75	313
9	99043	Kids Animal Hat	\$23.54	ANDES GIFTS	\$3,554.27	151
10	647179	Real Butterfly Wing Sterling Silver Pendant - 1.5" 112	\$58.15	SILVER TREE	\$3,547.45	61
11	120005JR	History String Doll Keychain Justice Ruth	\$10.72	Kamibashi	\$3,483.12	325
12	23171	Fair Trade Chocolate Flight - Gift Set of 6 Petite Bars	\$6.73	SERRV (A GREATER GIFT)	\$3,384.17	503
13	6621330	Recycled Sari Flower	\$6.17	TEN THOUSAND VILLAGES	\$3,369.24	546
14	2947803	Carved Animal Balsa Wood Crayons - 8 Pack	\$12.70	MINGA IMPORTS	\$3,288.17	259
15	6621180	Bright Day Recycled Sari Hamper	\$68.34	TEN THOUSAND VILLAGES	\$3,280.55	48
16	890075	PONCHO NICOLASITO	\$51.32	LORETO FAIR TRADE	\$3,233.21	63
17	61283-1	Embroidered Wool Felt Dryer Ball	\$9.75	GANESH HIMAL	\$3,158.74	324
18	9837017Bi	Beaded Ornament Bird	\$5.61	UNIQUE BATIK	\$3,157.59	563
19	370053	Socks That Save LGBTQ Lives: Rainbow Stripes	\$16.48	CONSCIOUS STEP	\$3,097.36	188
20	GMTRUNKSHOW	GLOBAL MAMAS TRUNK SHOW	\$26.78	GLOBAL MAMAS	\$3,025.62	113
21	6441821	Real Butterfly Wing Sterling Silver Teardrop Earrings 112	\$77.04	SILVER TREE	\$3,004.70	39
22	3220087	Wooden Nose Eyeglass Holder	\$18.31	MATR BOOMIE	\$3,002.61	164
23	9892315	Thai Dye Headwrap	\$13.69	UNIQUE BATIK	\$2,998.09	219
24	6821440	Wanderer's Compass	\$23.18	TEN THOUSAND VILLAGES	\$2,966.67	128
25	5524071	Soapstone Word Heart Rocks	\$3.93	VENTURE IMPORTS	\$2,966.61	754
26	970031	Organic Finger Puppet	\$4.87	LUCUMA	\$2,893.26	594
27	74179	Peace Sign Wood Vine Wreath	\$29.41	SERRV (A GREATER GIFT)	\$2,852.97	97
28	9892288	Layered Thai Dye Tunic	\$59.99	UNIQUE BATIK	\$2,819.63	47
29	60082	SHWL PSHMNA-LIKE DSG	\$28.20	GANESH HIMAL	\$2,735.87	97
30	9892287	Long Thai Dye Jacket	\$60.52	UNIQUE BATIK	\$2,723.47	45
31	61228	BAG PASSPORT JARI AND COTTON	\$25.29	GANESH HIMAL	\$2,630.54	104
32	2921801	RING ALPACA 3 METAL	\$4.93	MINGA IMPORTS	\$2,599.70	527
33	8700540	Good Luck 3-Legged Clay Pig	\$6.65	TEN THOUSAND VILLAGES	\$2,566.48	386
34	2706110	Phoenician Hand Blown Glass Votive Holder - 3.5"	\$35.05	TEN THOUSAND VILLAGES	\$2,523.56	72
35	91501	SCARF LOOSE WEAVE	\$15.67	MIRA FAIR TRADE	\$2,523.38	161
36	99003	Women's Blended Alpaca Glittens	\$28.56	ANDES GIFTS	\$2,513.60	88
37	37354	Cat Eyeglass Holder	\$28.88	MATR BOOMIE	\$2,396.89	83
38	2992001BI	Woven Acrylic Blanket 65" x 90" Blue	\$53.87	MINGA IMPORTS	\$2,370.45	44
39	450057	Friendship Bracelet	\$1.97	LUCIA'S IMPORTS	\$2,363.92	1201
40	2911501	PONCHO	\$54.10	MINGA IMPORTS	\$2,326.38	43
41	9707001	FINGER PUPPETS ACRYLIC	\$2.75	LUCUMA	\$2,302.72	836
42	2951501	Cozy Acrylic Scarf	\$20.59	MINGA IMPORTS	\$2,285.25	111
43	3701333	HEADBAND INDIGO REFLECTIONS	\$12.78	REVV FAIR TRADE	\$2,274.79	178
44	450188	Colorful Ikat Fabric Fanny Pack	\$13.91	LUCIA'S IMPORTS	\$2,253.19	162
45	61182	Felted Wool Ball Multicolor Trivet	\$23.40	GANESH HIMAL	\$2,199.66	94
46	4015	Chocolate Covered Espresso Beans	\$8.49	WOMENS BEAN PROJECT	\$2,113.93	249
47	60133	Recycled Silk Sari Headband	\$8.86	GANESH HIMAL	\$2,099.56	237
48	2934450	KEYCHAIN LLAMA	\$5.77	MINGA IMPORTS	\$2,066.21	358
49	9892317	Thai Dye Hoodie Tunic	\$58.93	UNIQUE BATIK	\$2,062.63	35
50	3318611	Dark Chocolate Mini	\$0.24	EQUAL EXCHANGE	\$2,051.22	8405