

SOLES4SOULS

Turning shoes and clothing into opportunity

IMPACT REPORT FISCAL YEAR 2022

JULY 1, 2021 – JUNE 30, 2022



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A LETTER FROM OUR CEO



BUDDY TEASTER
President & CEO

Like so many other organizations, our understanding of impact continues to evolve. Ten years ago, we mostly equated it with output: we could count shoes coming in and going out, so we did. Over the last few years, our conversations around the difference a new pair of shoes could make for school attendance or for relief after a natural disaster was mostly anecdotal. We had informal feedback on the benefits of a market-based approach to working with entrepreneurs and creating jobs. We knew we were on the right track, but it was hard to quantify.

In this latest Impact Report, however, I hope you'll find that our focus on opportunity has led us to a richer, better supported model of impact. You'll see much better primary data sources, more use of external data, and a third-party, newly validated economic impact model. With that underpinning our work, we can now share that, if anything, we were too cautious about the impact!

Here are a few highlights:

- We directly advance 10 of 17 of the UN's Sustainable Development Goals
- 92% of U.S. students who receive shoes through 4EveryKid increase regular school attendance & engagement...after 1 year, 2 in 3 have improved grades
- One in 4 global entrepreneurs purchased a home from selling shoes, another 67% are currently saving towards this goal
- Sent 32 containers of new shoes and clothing to serve 242,000 Ukrainian refugees
- Extended the life of 5.2M pairs of shoes by 15+ months and 4.6M pieces of clothing & accessories

While I'm very proud that we have made such progress in verifying the impact S4S has with its partners, that pride pales in comparison to the joy of knowing how many people's lives are demonstrably better because of the shoes, clothes, and financial support from thousands and thousands of good people just like you.

I often think about something Ginette, one of the incredible entrepreneurs we work with in Haiti, said when asked what she'd like people to know about donating shoes..."no kindness is too small." And that's bottom line in many ways. Millions of kindnesses, large and small, that we all weave together to create a sense of hope, of opportunity, for people in places where there's often little of either.

Thanks for all you do to make our world a little better every day.

A handwritten signature in blue ink that reads "Buddy Teaster".

WHO WE ARE

At Soles4Souls, we turn unwanted shoes and clothing into opportunity, by keeping them from going to waste and putting them to good use—providing relief, creating sustainable jobs, and empowering people to disrupt the cycle of poverty.



SOLES4SOULS

Turning shoes and clothing into opportunity

Our programs are good for the planet, and they make a positive difference in people's economic, educational, physical, and psychosocial well-being while creating equity in our communities. Since 2006, together with our supporters, we've kept over 83 million pairs of shoes and pieces of clothing out of landfills, which is more than 81 million pounds of textiles put to good use instead of going to waste! Thank you!

4RELIEF

Soles4Souls helps get new shoes and clothing to people in crisis, freeing up financial resources they can use toward other needs.

We assess the need and act after first responders.

Our global experiences have led **231 trips** to deliver new shoes to people in need around the world.

In the past three years **over 390K pairs** have gone towards disaster relief.



In the year 2022 alone, 229,440 pairs of shoes, 100,807 articles of clothing, and 107,011 socks and undergarments went to Ukraine relief.



We have served over **4 MILLION people** with new coats, socks, undergarments and accessories through partners like Macy's, Bombas and ThirdLove.

"Prior to selling shoes through Soles4Souls, I was unable to care for my family. One pair can help me send my kids to school, help feed my family, and bring joy to my kids and husband. I, and other women like myself, have been able to regain control of our lives."

- Ginette, Haitian Entrepreneur

4OPPORTUNITY

Soles4Souls partners with community-based nonprofit organizations in developing countries to help people start and grow businesses that sell donated shoes and clothing.

Creating opportunity through 52 million pairs of new and gently used shoes and 31 million articles of clothing.

Diverting over **81 MILLION POUNDS** of textiles out of landfills.



Selling shoes creates small businesses and jobs in developing countries.



Those businesses and jobs help provide food, education and shelter for entrepreneurs, employees and their families.



That's dollars that stayed in people's pockets!

Creating **\$531,891,581** in Economic Impact



4EVERYKID

Soles4Souls partners with schools across the U.S. to get new athletic shoes to children who are experiencing homelessness, eliminating a barrier to educational and extracurricular opportunities.

\$20 PER CHILD provides new sneakers

To date, we have served **over 60K students** by providing new shoes.



Shoes contribute to the social, physical and emotional health of a child!

Did you know that new shoes have an impact beyond just the feet?



Our partner schools reported a **92% increase in attendance** after children received proper footwear.

4 in 5 students reported feeling more equal to their peers after receiving new shoes.

OUR NORTH STAR: \$1 BILLION IN ECONOMIC IMPACT BY 2030.



4 THE PLANET

By repurposing unwanted items and putting them to good use, we find them a new home and extend their lifespan.

Since 2006, together with our supporters, we have diverted 81 million pounds of shoes and clothing from landfills in 34 countries and all 50 US States, District of Columbia, Puerto Rico & US Virgin Islands.

We've seen firsthand how societal wellbeing is inextricably connected with protecting our planet by leaving less of an impact on the environment. Which is why we believe it is imperative to address social, economic, *and* environmental factors in every area of our work and integrate them into our processes, programs, and partnerships.



NO LANDFILL PROMISE

We are able to upcycle nearly 99% of shoes we receive. In instances where the product is beyond use or repair, S4S works with third-party partners to turn this waste into energy and explore other sustainable options to close the loop.



UNIQUE TAKE ON "CIRCULARITY"

Every day, millions of people are socially and economically excluded from rights and opportunities, not to mention bear the brunt of the effects of climate change. At S4S, we are creating a wider circle so that everyone has access to a better life and cleaner planet.



LOCATION, LOCATION, LOCATION

Our warehouses are strategically situated across North America and Europe in efforts to shorten the distance between donors and those we serve, reducing our carbon footprint.



TOGETHER, WE GO FURTHER

In addition to having a vast network of global nonprofit organizations that create meaningful impact with a variety of products, S4S works with brand partners to create innovative takeback initiatives that create win-win opportunities to maximize product use.

FY2022

ONE YEAR NUMBERS – LIFE CHANGING IMPACT

8,805,410

pounds of shoes and clothing upcycled for good

Fun fact: That's enough to fill 175 garbage trucks!

\$56,673,082

economic opportunity generated for these individuals and their families

289

domestic & international organization partners

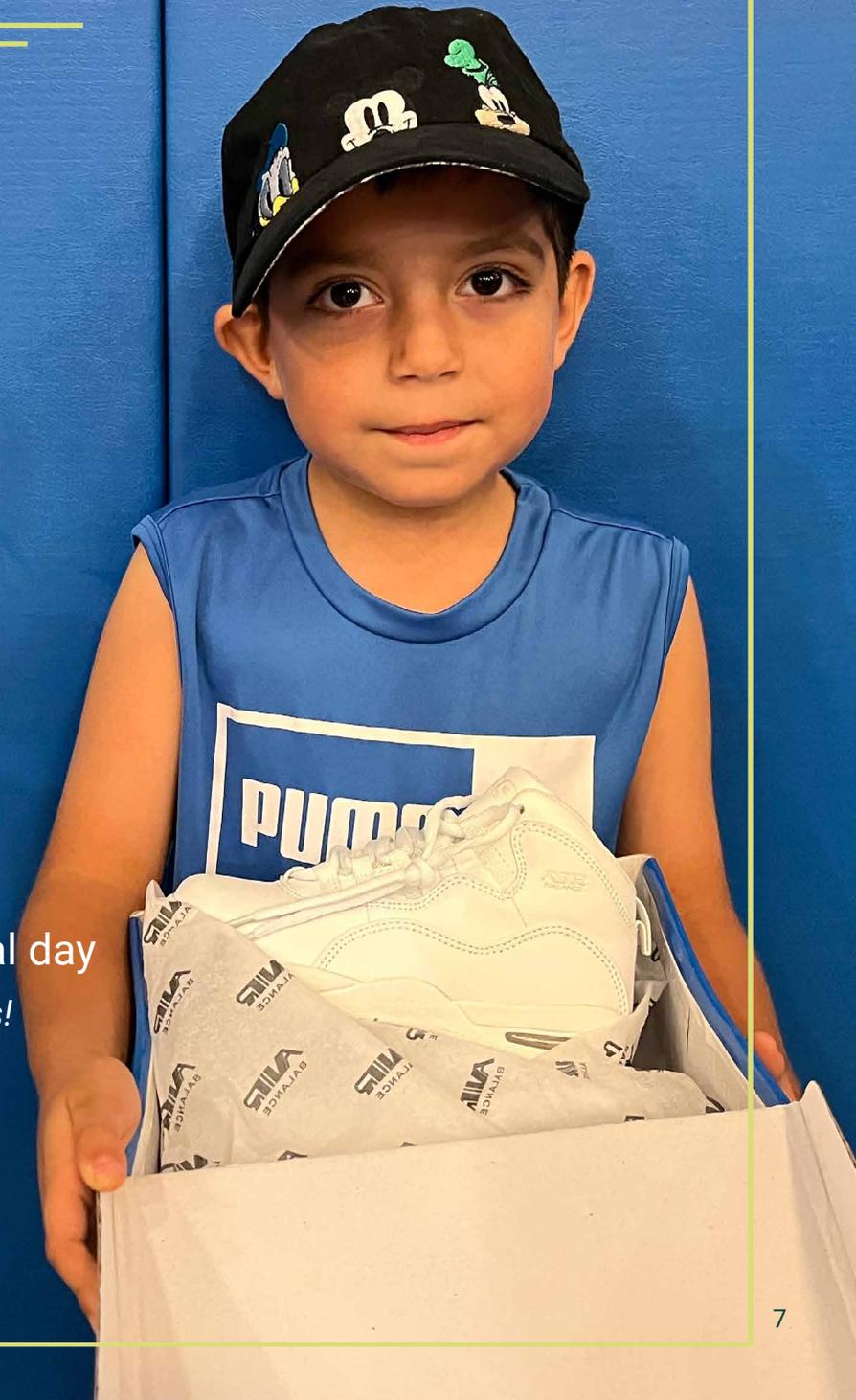
14,250

pairs of shoes distributed around the world on a typical day

Fun fact: If you laid 14,250 pairs out end-to-end, they'd span 2 miles!

93

Our Net Promoter Score across all program areas!



OUR APPROACH



Our primary objective is to disrupt the cycle of poverty. To help achieve this vision, our strategy focuses on philanthropic investments that create inclusive and sustainable solutions to turn shoes and clothing into opportunities. Learn how we're doing it differently through our 3-pillar approach:



SUSTAINABLE

We believe it is imperative to address social, economic, and environmental factors in every area of our work. Integrating all three elements into our partnerships, programs, and processes ensures sustainable outcomes.



HUMAN-CENTERED

Effective solutions to complex problems require a deep understanding of the people and communities we serve. Together, we work hand-in-hand to design, implement, and refine our programs in a dignifying, disciplined, and evidence-based manner.



MEASURABLE

Measurable results give us actionable insight to help us adapt, improve, and scale our programming. We believe this is our fundamental responsibility with not only beneficiaries' welfare, but also donors' investments in our mission.

SUSTAINABLE DEVELOPMENT GOALS

The United Nations [Sustainable Development Goals](#) (SDGs) are the blueprint to tackling the world's most pressing challenges by 2030, and aligning with these goals helps Soles4Souls drive even greater momentum and collaboration. S4S is directly advancing 10 of the 17 goals while inviting partners with aligned interests to disrupt the cycle of poverty together. Collectively, our network of more than 1,800 partner organizations are advancing all 17 SDG goals.

OUR FOCUS AT SOLES4SOULS

As an organization, we have aligned our programs to focus on key outcomes of 10 of the UN's Sustainable Development Goals.



Eliminate extreme poverty; support livable wages for the working poor; increase social benefits; protect the poor in disaster and conflict zones.



To end hunger, achieve food security and improved nutrition and promote sustainable agriculture.



To ensure healthy lives and promote well-being for all at all ages.



Make primary and secondary education equitable; increase literacy and skills development; increase pipeline and qualified teachers.



End gender discrimination; end forced child marriage; increase inclusive leadership; secure reproductive rights; ensure pay equality.



Accelerate job creation and entrepreneurship; promote labor rights; reduce unemployment; create opportunity for youth; increase access to banking; upgrade productivity and technology.



Increase income growth in all countries; ensure economic prosperity and policy-making is inclusive; make global transfer of money fair and affordable.



Tackle homelessness, affordable housing, urban and rural planning; support disaster-affected populations; create green spaces for all.



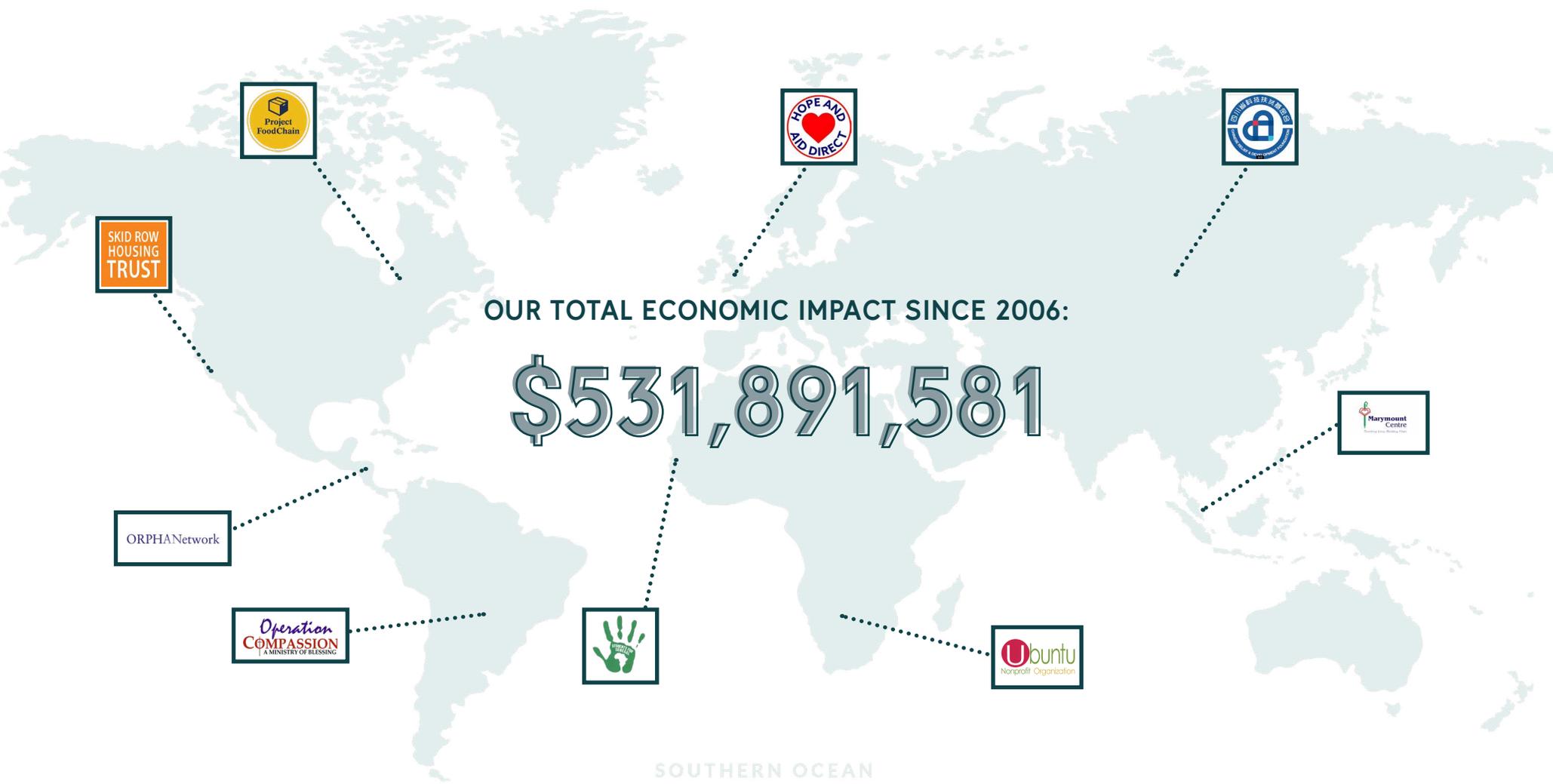
Use natural resources smartly; reduce food waste, harmful chemicals and consumption; apply sustainable practices in industry, at home and during travel.



Mobilize resources for developing countries; share technology and innovation; increase fair trade and international cooperation through partnership in all sectors.



OUR GOAL: TO CREATE \$1 BILLION IN ECONOMIC IMPACT BY 2030



Economic impact is the monetary value created for the communities we serve every time shoes, clothing, or accessories are sold or distributed. In 2022, we validated our economic impact model with an external firm, Coresight Research, to ensure that our valuations are reflective of how we're impacting those we serve in different regions across the world.

4 OPPORTUNITY IMPACT

In developing countries, it's difficult to escape poverty because long-term work is scarce. In partnership with organizations in those countries, we help people start and grow businesses that sell donated shoes and clothing.

We rely on our vetted partners in developing countries to connect us with individuals and thrift stores. Working with these organizations also ensures we supply the right shoes and clothing to small business owners—those that are in demand and, therefore, easy to sell.

Here's more detail on the entrepreneur experience:



When we sell shoes and clothing directly to entrepreneurs, they get a steady inventory of the best quality product at the lowest possible cost, increasing their competitive advantage in the marketplace. In fact, entrepreneurs in our 4Opportunity program sell their shoes 35% lower than their competitors.



As entrepreneurs mature in our program, they're able to reinvest & grow their businesses. In fact, on average entrepreneurs grow their business 1.5x every two years.



And yet, they don't have to be in business long to reap the benefits. Whether entrepreneurs have been selling shoes and clothing for ten weeks or ten years, they increase their household income around 233% on average with minimal deviation.



We're no longer talking about "micro" entrepreneurs. While we do still have a number of entrepreneurs with small businesses, especially in Haiti, one-third of entrepreneurs in our program have scaled their businesses tremendously. And as they grow, they hire more people to work for their business, multiplying the impact. This model isn't possible for every entrepreneur, but when it is and aligns with their goals, we are committed to working with our partners to create these growth opportunities.



We primarily target women to join our 4Opportunity program for a multitude of gender equity-related reasons. There is also a lot of research that shows women in developing countries reinvest their money into meeting their children's basic needs like education, health & safety, increasing their chances of long-term disruption of poverty. 97% of the jobs created in our program are 4Women.



The median entrepreneur age is 37 years old. In fact, three-quarters of entrepreneurs are in their 40s or below. Inviting young people to take charge of their livelihoods and create economic opportunities are indicative of long-term poverty reduction for themselves and their communities.

"I can reinvest my earnings, be my own boss, and make the best decisions for me."



In FY22, we created jobs through:

4,228,660

pairs of shoes

2,392,432

pieces of clothing

\$42,149,432

created in economic opportunity



4 OPPORTUNITY : HEADLINE IMPACT

Thanks to supporters like you, who believe along with us, that given the opportunity, a person can change the trajectory of their lives and break the cycle of poverty. The proof is in our numbers - shoes can do just that.

98% of entrepreneurs share they have increased confidence in themselves, their ability to run a business, and inspire and care for their family and friends. 100% are more optimistic for the future.



Increased household income by **233%**

1 in 4 entrepreneurs purchased their home through selling S4S shoes, with an additional **67% saving towards home ownership.**

^^^

Meaning the entrepreneur's household **income increased 3.5x above the national poverty line** and 5x above the international poverty line!



2 months strengthened resilience by creating 2 months emergency savings



92% improved family health and nutrition.

"I feel like a role model for my family."



87% Improved quality education and regular attendance for their children

An increase in income gives entrepreneurs the opportunity to invest in themselves and their families:



4 in 5 assumed at least one community leadership role



97% Improved business skills (74% improved literacy skills)

15+ months

By donating your gently used shoes into our 4Opportunity program, you're increasing the lifespan of your shoes by 15+ months!



21B pounds of waste

21 billion pounds of textiles go into landfills each year - our 4Opportunity programs helps reduce that number.*

*Council for Textile Recycling

"[Selling shoes] allows me to respond to the needs of my family."

CASE STUDY : 4OPPORTUNITY : HAITI

Expansion Accomplishments for 4Opportunity in FY22:

- ✓ Serving **500** Haitian entrepreneurs, all women
- ✓ Expanded to work in **5 regions** – Cap Haitien, Montrouis, Croix-des-Bouquets (main hub), Port-au-Prince & Les Cayes
- ✓ Supported new and existing entrepreneurs by shipping more product – supplied **1.5x** more shoes YoY and **3.3x** since 2020. Also started supplying clothing
- ✓ Haiti is now receiving **more shoes** than any other 4Opportunity partner or country
- ✓ Increased our enrollment **158% YoY**
- ✓ **1 in 6** entrepreneurs trained in Street Business School business education*

"I am happy because I am alive and I get my own business."

*Soles4Souls partners with international non-profit Street Business School to provide business education curriculum to our partners and local entrepreneurs.



4 OPPORTUNITY PARTNERSHIPS

We are hyper focused on driving impact alongside these three core, long-time partnerships in Central America, Caribbean & Eastern Europe.

PARTNER COUNTRIES

- Angola
- Bahamas
- Belize
- Benin
- Bolivia
- Chile
- Colombia
- Costa Rica
- Croatia
- Democratic Republic of Congo
- Dominican Republic
- Egypt
- El Salvador
- France
- Gabon
- Ghana
- Guatemala
- Guinea
- Haiti*
- Honduras*
- Hungary
- Iraq
- Jamaica
- Jordan
- Kazakhstan
- Kenya
- Kurdistan
- Lebanon
- Malawi
- Moldova*
- Mozambique
- Nicaragua
- Nigeria
- Pakistan
- Panama
- Paraguay
- Peru
- Philippines
- Poland
- Romania
- Russia
- Spain
- Tanzania
- Togo
- Transnistria*
- Trinidad & Tobago
- Turkey
- Turks and Caicos
- Ukraine
- United Arab Emirates
- United Kingdom
- United States
- Zambia

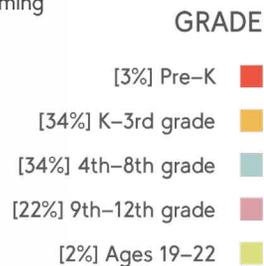
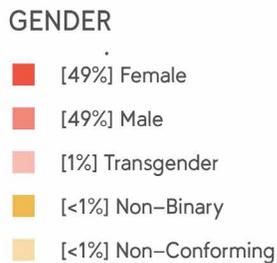
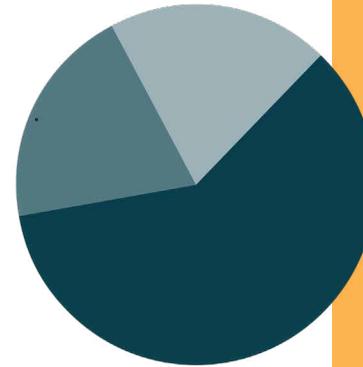
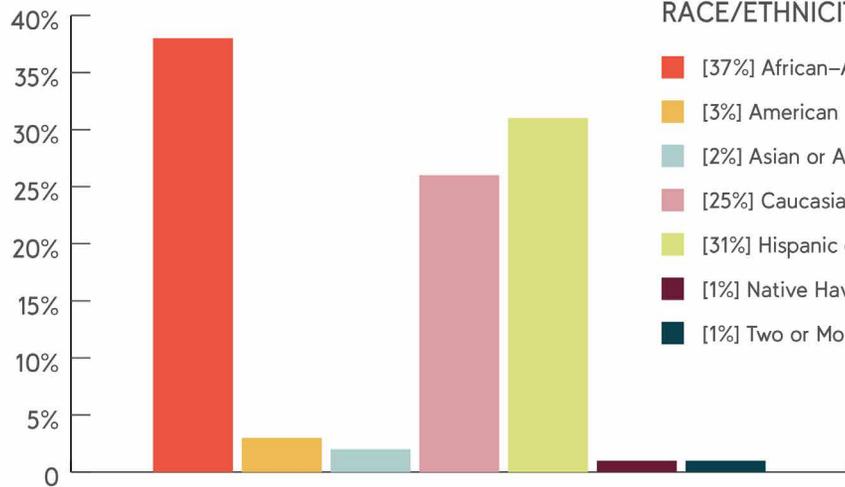


Since 2006, Soles4Souls has worked with 13 partners to create jobs and entrepreneurial opportunities across 53 countries and 5 continents through our 4Opportunity program. We have long-time, key partnerships with nonprofit organizations where we are focused on growing deeper within those countries (denoted to the left by *). We are also laying the foundation of new partnerships in Central America and Asia, while we continue to explore expansion opportunities in Africa. Thousands of sustainable jobs have been created through these vast supply chains, and none of that impact would've been possible without these partner organizations and the generosity of our donors.

4EVERYKID IMPACT

More than 1.5 million children in the U.S. don't have stable housing, and their families lack sufficient resources to meet all their basic needs. We partner with schools across the country to get new athletic shoes to children experiencing homelessness. This gives kids the opportunity to participate more fully in school, and it frees up resources their parents can then use for other necessities.

Demographics of the students we serve:

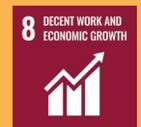


Since the launch of 4EveryKid in 2020, we've provided shoes to kids all over the U.S.

61,867 pairs of shoes

100 cities in the U.S.

103 partnerships connecting us with kids in need



4EVERYKID : HEADLINE IMPACT

We believe in giving a hand up, not a hand out. Research shows that shoes not only have a physical impact on a kid's well-being, but an emotional and psychological impact as well.

By giving a child a new pair of shoes, you're meeting the need for comfort, but also giving them confidence, dignity, and happiness.



increased student attendance and engagement at school

2 in 3 improved grades



3 in 4

school and community partners believe 4EveryKid is primarily benefiting marginalized, diverse communities



A better education opens employment opportunities:

12%

of students needed and utilized their shoes for employment

95%

of school and community leaders believe that 4EveryKid is creating more access to opportunities that students wouldn't otherwise have



3 in 4 increased participation in sports/extracurriculars

86% reported more body movement and play

98%

of students said they **felt more confident** in their new shoes



Increased confidence for kids means:



4 in 5 said they felt **more equal** to their peers



Increased equity in 95% of schools and communities.

87% Increased agency for students and families.

"[These shoes] make me feel real good and make my life better." - Student, St. Louis, MO

CASE STUDY : 4EVERYKID

Communities in Schools of Memphis, TN

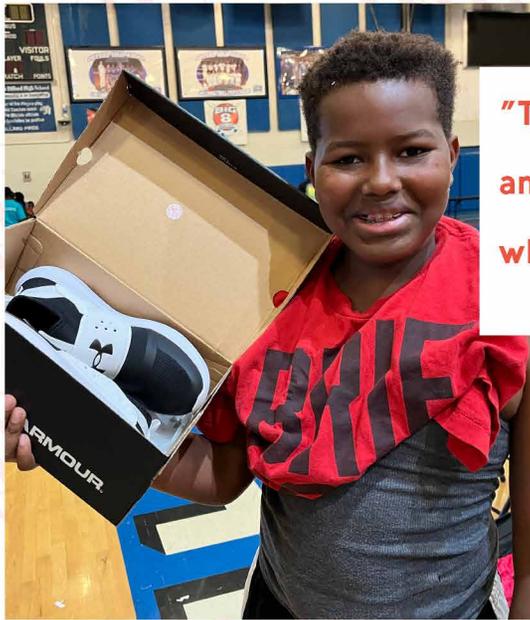
Achievement School District

There is a lot of research that shows that play is crucial to child development. Play fosters social skills, motor skills, creativity. Play is crucial to physical health and getting enough exercise. Many low income students have disproportionately less access to playtime and safe places to play. So many of our students have not been able to fully engage in play (at recess and PE, especially) due to inadequate footwear. The shoes we've received from S4S allow students to participate more fully, which is truly a matter of equity.



Achievement School District

One of our students, L, would always sit out at recess because her shoes were not comfortable and had holes in them. After receiving her new shoes, she's been actively participating in recess every day! She's getting a lot more exercise and also feeling a lot more connected to some of her classmates after spending time with them playing at recess. She especially loves climbing on the playground equipment and playing tag!



"These shoes make me feel good and make me more comfortable when playing basketball."

- 13 year old boy, Madison, WI

"My feet will stay dry and warm and my family doesn't have to worry about finding the money to buy some."

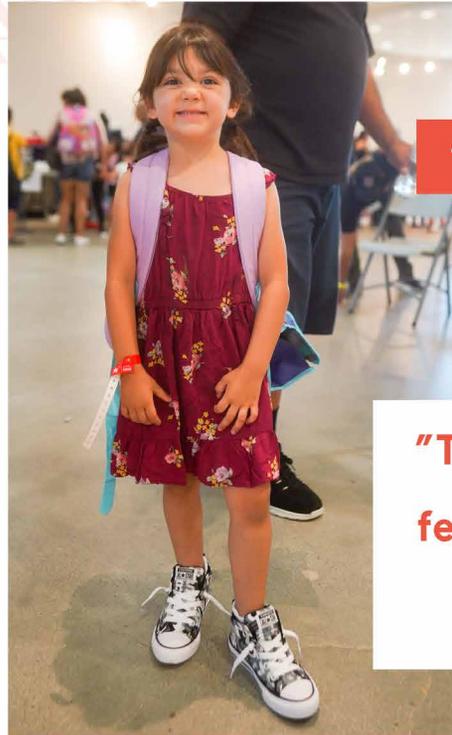
- 10 year old girl, Sweet Home, OR

"[These shoes] make me feel less judged,

like people will [not] judge me about anything at all."

- 12 year old non-binary student
Springfield, IL

"I am superman!" -10 year old boy, Orville, WA

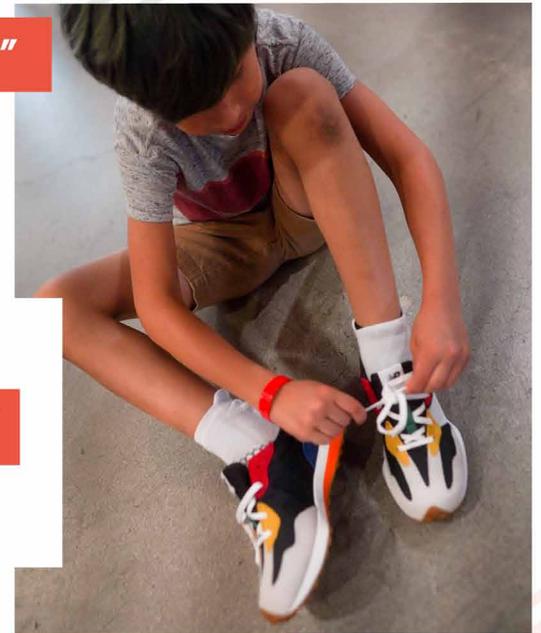


"I still matter."

-7 year old boy,
Baltimore, MD

"They make me feel powerful."

- 18 year old female
Las Vegas, NV



"It's been a good 3 years since I've gotten new shoes. These are clean!"

- 14 year old male, Livingston, TN

"Very appreciated and one day I will give back to the community when I'm able to do so."

- Female student, Commerce City, CO

"These shoes make me feel happy and they mean a lot as they show that the school and my community are looking out for me in more ways than one."

- 17 year old male
Norwalk, CA



4 RELIEF IMPACT

When people experience economic hardship—either chronically or because of a crisis—meeting basic needs is a challenge. Together with 1,800+ partners around the world, we get new shoes and clothing to people in crisis, freeing up financial resources they can use toward other needs.

NEW SHOES IMPACT / SHORT TERM > MEDIUM TERM > LONG TERM OUTCOMES

Helped 1 in 2 recipients **return to work**
 Helped 1 in 5 recipients **secure new work**

4 in 5



saw improved health

(partners report a positive correlation between new shoes and reduced injuries/illnesses, increased physical activity, and improved mental health)



1 in 3
increased income



33%
saw a reduction in homelessness & poverty

NEW CLOTHING IMPACT

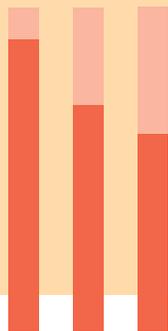


4 in 5 said new coats were **one of their biggest needs**

2 in 3



said they **didn't have adequate clothing** before receiving new clothing from Soles4Souls



91% had improved confidence after receiving a new coat

72% of new clothing recipients increased job readiness

57% of new clothing recipients increased regular school attendance

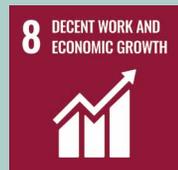


In FY22, we provided shoes and clothing to people in need around the world.

859,507
 pairs of shoes

484,678
 pieces of clothing

1,108,850
 accessories like socks, bras, underwear & facemasks



93% of our partners say that our new shoes and clothing are important to both their programming efforts and organizational budget – half wouldn't have had the budget to purchase these goods, therefore students wouldn't have received them without our partnership.

CASE STUDY : 4RELIEF : UKRAINE

In March 2022, Ukrainians were forced to flee their homes and seek shelter in countries all over the world. It seemed like the entire world mobilized to help these new refugees settle into their unfortunate reality. Through our incredible brand partners and donors, **we were able to ship more than \$20 million worth of new shoes and clothing to one of our long-time partners in Moldova. In total, more than 242,000 Ukrainian refugees were served.**

Mark Fashevsky of Heart4Orphans utilized his existing thrift stores to set up a voucher program for refugees to shop for items that they needed. This allowed for Ukrainians to not only pick out new shoes and clothing they needed, but also toiletries, home goods or any other supplies that they had to leave behind.



TO UKRAINE.



4RELIEF PARTNERSHIPS

Since 2006, we have partnered with more than 1,800 partners like nonprofits, community organizations, shelters, faith-based organizations, and relief organizations. These partnerships are essential to our mission. Join us in recognizing our 2021/2022 partners below.

4 World Living Inc
ACCESS Housing of Adams County Inc
Access to Success
Achievement School District
Acts of Compassion, Inc
Adriana's Attic Inc
Albuquerque Public Schools
Aldo
Alliance for Community Empowerment
Alum Rock Union School District
Amity Foundation
Amphitheater Public Schools
Anchorage Children's Home
Arvin Union School District
Ashland City Post 40 American Legion
Asian American Community Services
ASPIRA of New York
Assistance League of Nashville
At His Feet Ministries
Baltimore City Public Schools
Becky Campos
Beech Creek Ministries
Birth Brite Company Inc
Blue Skies for Children
BMDMI
Bogue Banks Baptist Church
Bolder Options
BOMA Nashville
Boston Medical Center
Bowery Mission
Boys & Girls Club of Henry County - Shaq-A-Claus
Boys & Girls Clubs of Fox Valley
Boys & Girls Clubs of Greater Houston
Boys and Girls Club of Kootenai County
Boys and Girls Club of the Valley
Boys and Girls Clubs of Greater Kansas City
Boys and Girls Clubs of Greater Memphis

Boys and Girls Clubs of Providence
Boys and Girls Clubs of Washington County
Bring Hope Foundation
Brockton Public Schools
Broward County Public Schools
Browning Public Schools
Business Volunteers Unlimited
Calvary Episcopal Church
Camden City School District
Canberra Pre School
Casa Alitas
Cathedral Community Cares
Centre De Sante Lumiere
Changing the Cycle Foundation Inc
Cheatham County Schools
Chicago Lights
Chicago Public Schools
Child Haven Emergency Center
Children First CEO Kansas Inc
Children's Hope in Action
Children's Institute
Children's Services Council of Broward County
Children's Surgery International
Chinese Relief and Development Foundation
Clay Avenue Tenants Association Inc
Clayton Early Learning
Clothes to Kids of Fairfield County
Clothes to Kids, Inc
Communities in Schools of Memphis
Communities in Schools of Michigan
Communities In Schools of Petersburg
Community Action Program for Central Arkansas
Community School District #7
Community School District #9
Community School P55X
Conexion Americas
Convoy of Hope

Couponing for a Cause
Covenant Community Care
Cradles to Crayons
Crayons to Classrooms
CRM Community Closet
Crossroads Foundation
CRR
CSX Santa Train
Dallas ISD
Daly City Partnership
Davis Education Foundation
Denver Dream Center
Denver Public Schools
Denver Rescue Mission
DESC
Detroit Public Schools
Early Learning Coalition DUW
Eastside Baby Corner
Elevate Life Church
Emmanuel Baptist Church
Engaged Communities Canada Society
Englewood Baptist Church
Enviably Me
Evergreen Christian Outreach
Family Services Center of Coffee County
Family Time Crisis and Counseling Center
FEAST Charitable Organization
First United Methodist Church
For Kids Foundation
Foster Hearts
Franklin Township Police Dept - Shaq-A-Claus
Frasers Property
FUMC
Gallup McKinley County Schools
Gateway 2 Missions Global Ministries
Gaudenzia Inc
Girls Inc

Giving for Living International Inc
GKE Group
Global Community Comm Alliance
Gloucester County Special Services School District
Gonzales ISD
Good 360
Grand Island Public Schools
Greer Community Ministries
Haitian American Caucus
Hamilton Families
Harrison First Assembly of God
Hazelwood School District



New, quality shoes that are meant to uplift people are so hard to come by (and expensive). Soles4Souls enables us to support people experiencing homelessness with dignity and we couldn't be more grateful for the partnership.

- Melody Jaramillo-

Alvarado

LA Family Housing, Los Angeles, California

4RELIEF PARTNERSHIPS

Heart4Orphans (Help the Children)
 Holabird Academy
 Homeboy Industries
 Hope Dallas
 Hope's Table Chicago / Chicago Temple
 Hotel Jen Singapore
 House of Mercy
 Houston ISD Foundation
 Hull Jackson Montessori School
 Indo Global Center
 Interfaith Assistance Ministry
 Jackson County BOE
 Jamboree Services
 John Early Middle School
 John Glenn High School
 John Volken Academy
 Jones Paideia Elementary Magnet School
 Journey of Hope, Inc
 KC International Academy
 LA Family Housing
 Ladies of Charity
 Leaders of Excellence
 Liberty Avenue Residence
 Lifehouse Church
 Lifeline Afghanistan
 Lighthouse Christian Camp
 Lions Befrienders
 Literacy Partners
 Los Angeles Unified School District

Love, Bonito
 Madison Area Care for the Homeless OneHealth
 Madison Metropolitan School District
 Marion County Public Schools
 Mary Parrish Center
 Maryland Legal Aid
 Medical Center of the Rockies
 Medjugorje Prayer Group
 Meridian Healthcare
 Metro Nashville Public Schools
 Midwest Youth Services
 Milwaukee Public Schools
 Minneapolis Public Schools
 Mission for the Homeless
 Mission Without Borders International
 Mississippi Coats 4 Kidz
 Monroe Elementary School
 Moving & Shaking 4 U, Inc
 My Friend's House - Shaq-A-Claus
 Nashville International Center for Empowerment
 Nashville Rescue Mission
 National Council of Jewish Women New York
 New Hope Family Worhsip Center
 New Life Assembly of God
 New York Cares
 Northeast Metro 916 ISD
 Note in the Pocket
 NYC Dept of Education
 One Accord Christian Church
 One Hope
 One Man's Treasure
 Operation Compassion
 Oroville School District
 OrphaNetwork
 Overton County Schools
 Paterson Public Schools
 Penny Lane Centers
 People Loving Nashville
 Peoria Rescue Ministries
 Peterborough Lions Club
 Place of Hope Inc
 Poplar Grove Baptist Church
 Portland Public Schools

Power of Life Foundation, Inc
 Presbyterian Social Ministries DUW
 Project 150
 Project Food Chain
 Project Lemonade
 Project ROPA
 Provision Ministry, Inc
 Pure Hope Project
 Radies Health
 Randolph County Schools
 Red Hook Art Project Inc
 Reynolds Boys & Girls Club
 Richmond Public Schools
 RJ Wollam Elementary School
 Roads of Success
 Roanoke City Schools
 Room at the Inn
 Rose Haven
 Safe Harbor of Bucksnot
 Safe Harbor of Jefferson County
 Safe Harbor of Little Rock
 Safe Harbor of Tipton County
 Safe Haven of Nashville
 Samaritan Ministries
 Samaritans Purse OCC Canada
 San Antonio Threads
 Santa Cruz Free Clinic
 Saved 2 Serve
 Say Yes to Education Buffalo
 School District of Altoona
 SELAH Neighborhood Homeless Coalition
 Sheridan Academy for Young Leaders
 Shower Up Nashville
 Sidewalk Samaritan Inc
 South Central Iowa Community Action
 South Lane School District
 Sponsor Zone
 St Agnes Catholic Church
 St Dominic's Outreach
 St John's Soup Kitchen
 St Louis Public Schools
 St Stephens Indian School
 Steps to Victory Inc
 StitchingClothing4U
 Student Support Network
 Sweet Home School District

Taiwan Fund for Children and Families
 Tapestries of Life, Inc
 Team Rubicon USA
 The Amina Foundation
 The Bridge House
 The Cajun Army, Inc
 The Child Center of NY
 The Giving Closet Project
 The Global Medical Relief Fund
 The Little Bit Foundation
 The Other Side Academy
 The Red Cross
 The River Fund
 The Second Beginning
 The Susie Reizod Foundation
 Together We Can Community Resource Ctr, Inc
 Tragaur Pte Ltd
 Trenton Public Schools
 Tyrone Baldy Davis Foundation - Shaq-A-Claus
 UC Health
 Umeus-live
 United Indian Muslim Association
 United Way of Hunterdon County
 United Way of Mahaska County
 United Way of Northern California
 Urban Impact
 Urban Leadership Foundation of Colorado
 USA Friends of AHTT
 Veterans, Inc
 Victory Family Worship Center
 Volunteers of America UT
 Wahlberg Foundation
 Wake County Public School System
 Warfighter Overwatch
 Warren County Schools
 Westminster Public Schools
 White Pony Express
 Wichita Women's Initiative Network
 Women Supporting Women
 Women's Bean Project
 Working Wardrobes
 Working Women Community Centre
 World Mission Outreach Fellowship, Inc
 Yahve Foundation
 Yaya Por Vida
 YWCA of Nashville & Middle TN



Uncle Zhang's family makes a living by farming. He used to wear slippers to work and his feet were often injured. After getting the shoes, he improved the speed of his farm work, was able to plant better, increased the output, and increased his income.

SCOPE & METHODOLOGY

The FY22 Soles4Souls Impact Report celebrates the strides that our Soles4Souls community is making to create social, economic, and environmental impact around the world. Through impact measurement, we are able to:

1. **Identify** outcomes across our program areas: 4Opportunity, 4Relief, and 4EveryKid.
2. **Elevate** the voices of the people and communities we serve by informing our brand/messaging.
3. **Evaluate** the effectiveness and efficiency of our programs, which help us grow into even more impactful community partners.
4. **Embody** our organization's core values: Transparency, Entrepreneurialism, Accountability and Meaningfulness (T.E.A.M).

The data in this report draws from a variety of primary sources including our annual 4Relief & 4EveryKid annual partner surveys, 4Opportunity annual entrepreneur surveys and 4EveryKid bi-annual student surveys. Additionally, we conduct qualitative interviews with partners and beneficiaries throughout the year. All of our data collection tools have been built with and vetted by our partner organizations.

It is also important to note:

- All education and community-based data are reported by our partner organizations*
- Any social emotional data is reported directly by those we serve
- The data reported suggest strong, positive correlations
- We use triangulation in our data analysis processes to increase validity and reliability in reporting

**Because we have a diverse network of partner organizations across the world where complex systems and solutions are measured differently, we do not standardize certain outcome indicators, like education targets including attendance, academic performance, etc. Instead, we ask partner organizations to report based on their local measurement. Soles4Souls ensures that our sample populations are representative of the total population served and then controls for as many variables as possible when calculating our weighted averages.*

The outcomes of this impact report advances the belief that shoes and clothing, when put to good use, does disrupt the cycle of poverty.

We welcome your thoughts, ideas and feedback. Contact us at info@soles4souls.org.

Thank you for being part of our Soles4Souls Community! It is through our work together that we are able to disrupt the cycle of poverty around the world and in our own backyards.

SOLES4SOULS

Turning shoes and clothing into opportunity

319 Martingale Drive, Old Hickory, TN 37138

Phone: (615) 391-5723 | Toll Free: (866) 521-SHOE

Email: info@soles4souls.org



Soles4Souls holds a Platinum Star rating with GuideStar, a 4-Star rating with Charity Navigator, the Seal of Excellence by the Independent Charities of America and is recognized as a "Top-Rated Charity" by GreatNonProfits.

Highly effective charities worldwide expend no less than 75% of their funding directly to programs that fulfill their mission. Soles4Souls pushes that bar higher, achieving 97.8%.

We have a 98.9% fundraising efficiency. Soles4Souls spends less than \$.02 on fundraising for every dollar we raise.

SOLES4SOULS IS PROUD TO BE A TOP-RATED CHARITY!