

SOLES4SOULS

Turning shoes and clothing into opportunity

IMPACT REPORT FISCAL YEAR 2021

JULY 1, 2020 – JUNE 30, 2021



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A LETTER FROM OUR CEO

One of the most challenging aspects of the nonprofit world is measuring what matters. Many of the metrics used in the for corporate world (profit, ROI, market share, sales growth) are tremendously useful, but they can't capture the missional aspects of what we do at S4S. But it's not enough to just tell stories. Without providing hard data, our supporters and donors can't really know if we're moving the needle on the problems we're supposed to be tackling.

Our way of addressing that challenge is to focus on impact. Yes, we are excellent financial managers. Yes, we have long term, annual and quarterly goals for which we are ferociously accountable. Yes, we count the pairs of shoes and pieces of apparel as they move into and through our network. But what really matters is the opportunity that shoes and clothing create for those in that network.

We want to share with you the different ways we track that impact. In the following pages, you'll see:

- Impressive numbers around the sheer volume of shoes and clothes what we can put to new use while simultaneously keeping them out of landfills.
- Testimonials by those on the front lines describing the impact on parents and families, on young and old, and those who use them to create an income to take care of their families.
- How we track our economic impact, which measures the monetary value that stays in the communities we serve.

These numbers aren't perfect. The lives of those we work with are far more complex and variable than a handful of stats or stories can ever capture. But I hope they give you a clearer picture of our efforts to combine hard data and anecdotes.

So please take a few minutes to better understand the impact that you are having through Soles4Souls and with our hundreds of partners. I hope you will be amazed, as I am nearly every day, at what we can do together.



Buddy Teaster
President & CEO



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.

Since 2006, our supporters and partners have kept more than 73.3 million pairs of shoes and pieces of apparel from going to waste, and we've distributed them in 129 countries and all 50 U.S. states.



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 socks are sold or distributed.

PAIRS OF SHOES: **46,976,617** | ARTICLES OF CLOTHING: **26,333,555**

TOTAL POUNDS KEPT OUT OF LANDFILLS: **71,887,551**

FY 2021

ONE YEAR NUMBERS – LIFE CHANGING IMPACT

7,488,005

pounds of shoes and clothing
upcycled for good

8,449,288

lives impacted around the world

\$47,044,001

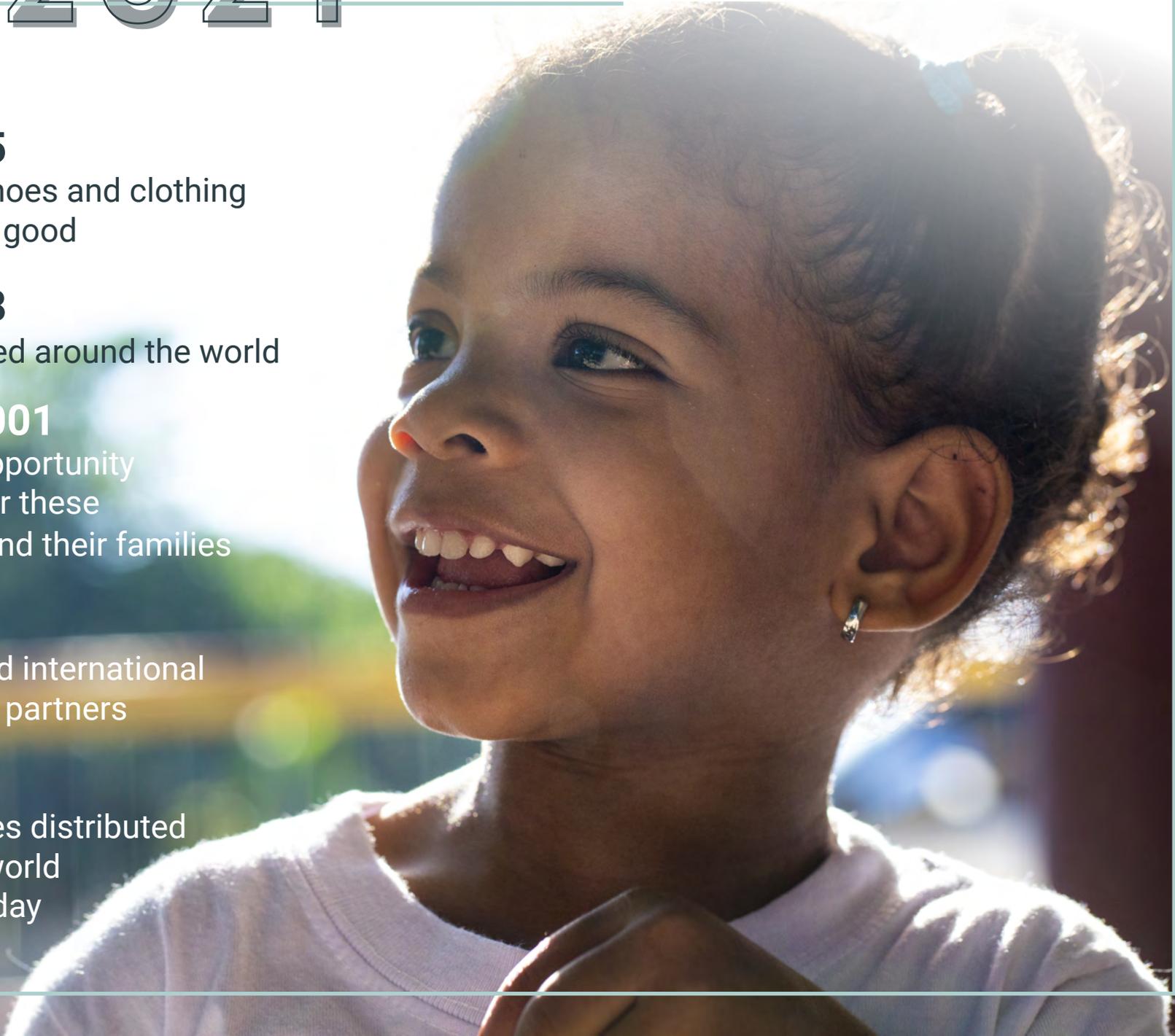
economic opportunity
generated for these
individuals and their families

265

domestic and international
organization partners

11,920

pairs of shoes distributed
around the world
on a typical day



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.

THEORY OF IMPACT

SERVE THOSE IN NEED

We believe in creating safe, healthy, and equipped communities by lifting people out of vulnerable situations.

We partner with community-based nonprofits, including schools, shelters, and relief organizations, to provide shoes and clothing through human-centered programs.

We help individuals and families get back on their feet by providing relief and dignity when they need it most.

CREATE OPPORTUNITY

We believe people are willing to work hard—they just need an opportunity.

We develop sustainable partnerships and programs in which shoes and clothing are a vehicle for equitable, educational, and economic opportunities.

We empower people to break the cycle of poverty.

PROTECT THE ENVIRONMENT

We believe in protecting the environment through innovative solutions and sustainable practices in the fashion and footwear industries.

We upcycle product donated by individuals, businesses, groups, and organizations to supply our programs focused on entrepreneurship, direct assistance, and disaster relief.

We reduce waste by extending the lifespan of shoes and clothing and putting them to good use.

WHY

HOW

WHAT

Turning shoes and clothing into opportunity.



KEY OUTCOMES OF OUR WORK

Through our micro-enterprise program and free distribution efforts, Soles4Souls applies our theory of impact to create opportunity in the following ways:



ENVIRONMENTAL SUSTAINABILITY

Protect our planet by reducing carbon dioxide emissions and keeping textiles out of landfills.



RELIEF

Meet one of people's biggest needs, helping individuals and families around the world get back on their feet by providing relief and dignity when they need it most.



HEALTH & WELL-BEING

Seek to understand and improve the well-being of those we serve in all forms -- physically, mentally, and emotionally.



EQUITY

Better access and representation for all people, especially our most vulnerable communities like women, youth, and people of color.



EDUCATION

Remove barriers for all ages to attend school and/or have the means to receive an education. This is key to upward socioeconomic mobility and disrupting the cycle of poverty.



ECONOMIC EMPOWERMENT

Work alongside partners to unlock economic opportunity for people to maximize their potential in a dignifying, sustainable manner.

SUSTAINABLE DEVELOPMENT GOALS

In 2015, 193 countries adopted the United Nations Sustainable Development Goals (SDGs) as our blueprint to tackling the world's most pressing challenges by 2030. These 17 SDGs call to action the public, private and social sectors in not only aligning our efforts and partnerships to create a better future for our people and planet, but also measuring our progress. Learn more about the SDGs and how you can take action [here](#).

OUR FOCUS AT SOLES4SOULS

As an organization, we have aligned our programs to focus on key outcomes of 8 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.



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



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



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



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



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



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



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

OUR PROGRAMS

Our core programs align with our organizational mission and focus.



FREE DISTRIBUTION

New shoes and clothing, donated by our corporate partners, are distributed to people in need in the U.S. and around the world throughout the year and in times of disaster.



MICRO-ENTERPRISE

Hard-working entrepreneurs build their own small businesses selling donated shoes and clothing.



4EVERYKID

We are working toward our goal of providing new athletic shoes to the more than 1.5 million children experiencing homelessness in the United States.

MICRO-ENTERPRISE

Every day, we help hard-working entrepreneurs build their own businesses selling donated new and used shoes and clothing to step out of poverty.

WORKING WITH OUR PARTNERS

To maximize our impact, we target areas of high need, low income, and political stability typically concentrated in developing countries where we can work for multiple years. We strategically align with partner organizations who are committed to promoting inclusive social and economic growth in their communities. Then, we work alongside these partners to:

- Align our short and long-term impact goals
- Deliver consistent, affordable and market-specific product
- Provide evidence-informed, high-quality programming around entrepreneurialism and business education
- Work shoulder-to-shoulder to gather and apply data to inform operational and programmatic decisions
- Show up in times of community need, like following a natural disaster.

A HANDS UP, NOT HANDS OUT APPROACH

We work alongside entrepreneurs by seeding them product initially so that they have access to capital. Then as they grow, they are able to purchase product from us at a minimal cost, creating a sustainable economic model.

SUSTAINABILITY: IT'S NOT JUST ABOUT RECYCLING

- We intentionally work with a smaller network of entrepreneurs so that we can sell them better product on a more consistent basis at the lowest cost. The ultimate goal? That they will “graduate” from our micro-enterprise program and gain a life of self-sufficiency.
- Most of the entrepreneurs in our program are not solely dependent on supply from us. From their feedback, *we've learned that 88% say S4S offers the best price; 75% say S4S offers the best quality; and 50% say S4S offers the best variety of shoe product.* However, when they don't have access to S4S shoes (like during the ongoing, pandemic-instigated global supply chain crisis), they are able to purchase from other vendors and still have an income.

STREET BUSINESS SCHOOL: AN ESSENTIAL BUSINESS EDUCATION TOOL

- We partner with Street Business School, an organization that teaches people in developing countries how to run a successful business. *56% of SBS graduates go on to create two new businesses in the first year after their training, and not all of them involve selling shoes and clothing.* We believe that it's crucial for people to learn how to run their own business regardless of product. For instance, 50% of our entrepreneurs also sell perishable food items that they grow!

Visit our website to learn more about our micro-enterprise program, partners and process of how we get those shoes and clothes to our entrepreneurs.

In FY21, we created jobs through:



3,572,848
pairs of shoes



2,451,039
pieces of clothing



Creating \$36,211,604
of economic opportunity

Every dollar invested in our micro-enterprise program helps provide a day's worth of food, shelter, and education for an entrepreneur.



“

Your quality used shoes provide food to families and education for students who wouldn't have access, as well as healthcare for the world's most destitute populations.

- **Sam Darguin**, Soles4Souls Haiti Micro-Enterprise Partner and Haitian American Caucus Co-Founder and Country Director

Yes, it's true, life is hard in Haiti. But with our income, we feel that we have a choice. We no longer suffer from misery, we walk on it!

- **Nancy and Germaine**
Haitian sisters and shoe entrepreneurs



MICRO-ENTERPRISE

We strive to work primarily with women entrepreneurs in our partner countries. Below is some of the feedback we've gotten from them since starting their shoe business.

100%

HEALTH & WELL-BEING

100% reported an increase in confidence
71% said their families are in better health

86%

EDUCATION

86% of entrepreneurs' children were not able to regularly attend school until they started selling shoes

50%

ECONOMIC OPPORTUNITIES

50% have gained an increased savings (on average, **US \$3.40 per day** - nearly double the international poverty line)

13% reported owning their home/property

ALL others say their shoe business income was helping them work towards purchasing their own property

When natural disasters hit in our partner countries, nearly **100%** of entrepreneurs said their shoe business was only shut down for about 1 week or so before reopening

Entrepreneurs reported being more prepared for emergency situations through savings:

57% said their savings could sustain them for at least one month

14% reported their savings could sustain them for at least two months

88%

EQUITY

88% said they had gained respect within the household

100% reported having more input in household decisions

88% have taken on leadership roles in their communities, including mentoring other women on starting a business

6-12

ENVIRONMENTAL SUSTAINABILITY

6-12 months is the average additional lifespan of a donated pair of used shoes.

FREE DISTRIBUTION

We believe the best solutions are designed locally, which is why we work with domestic and international nonprofit partner organizations to deliver new shoes and clothes to people with an immediate need.

Big and small, our partners have a track record of providing sustainable outreach efforts to serve those vulnerable in their communities. Three out of four, to be exact, report serving their communities year round. This ensures beneficiaries' needs get met through a new pair of shoes or warm winter coat, while opening the door for other basic needs to be identified and addressed.

These partnerships are the backbone of what we do. And feedback from these partners show how important our work is with them.

NET PROMOTER SCORE

84%

of partners reported that distributing shoes helped them build trust within their community

92

241 partners would recommend S4S to a friend or colleague

56K

volunteer hours in distributing shoes around the U.S. and world

In FY21, we distributed:

**778,298
pairs of shoes**

**224,055
pieces of clothing**

**1,235,593
pieces of accessories like
socks, bras/underwear and
face masks**

**Creating \$10,832,397 of
economic opportunity**

SHORT-TERM RELIEF

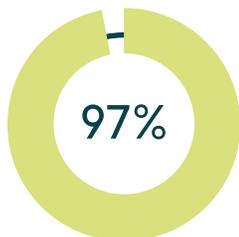
In FY21, we worked with six organizations as second-wave responders to provide new shoes and clothing to those affected by devastating disasters around the world, from the California and Oregon wildfires, the explosion in Beirut, and Hurricanes Eta and Iota in Central America. On average, shoes were distributed within 6 weeks post-disaster event.

Since all disasters are local, these partnerships allowed us to serve the needs driven by the community. And together, we intentionally distributed more than 205,000 new shoes, pieces of clothing and accessories, like socks and face masks. This created \$1.2M of economic opportunity for affected individuals and their families, which means instead of spending money on much needed new shoes or clothes, those funds could be used towards other basic necessities like food and shelter to help people get back on their feet faster.

Visit our website to learn more about our free distribution program, partners, and process.

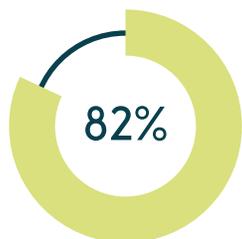
FREE DISTRIBUTION

When we can help provide a pair of new shoes, we're helping bridge the economic gap. For individuals and families, a new pair of shoes provides dignity and hope, and prevent injuries and illnesses.



HEALTH & WELL-BEING

78% experienced decreased foot illnesses and injuries
97% reported increased confidence



RELIEF

82% said new shoes were one of their biggest needs



"Rodrick came to us for dress clothes for an interview he has at Wendy's. He used to be a dietary supervisor at a hospital, making sure the patients got the correct food, but lost his job in May due to the pandemic and has been out of work since. Food is something Rodrick is passionate about, particularly baking cakes. We wished him lots of good luck on the interview!"

Jacksonville, FL
Downtown Ecumenical Services Council (DESC)

63%

ECONOMIC OPPORTUNITY

63% of recipients returned to work
51% reported increased ability to earn an income

EQUITY

Our partners are committed to working with and across diverse populations.

63%

Focused on serving children & youth

70%

Focused on serving racial/ethnic minority populations

46%

Served more girls and women than other genders

40%

Served persons with disabilities

GEOGRAPHY

45% distributed domestically, 55% internationally
55% in urban communities, 15% suburban, 30% rural

SERVING UNDERREPRESENTED GROUPS

29% refugee population | 29% previously incarcerated
46% victims of abuse | 69% homeless/unhoused population

4EVERYKID

More than 1.5 million children in the United States experience homelessness today. And with the lasting economic effects of the COVID-19 pandemic, this number is expected to grow exponentially. It's why Soles4Souls launched 4EveryKid, an ambitious initiative with the goal of providing a pair of new athletic shoes at least once per year to every K-12 student in the U.S. experiencing homelessness. Today's children and youth have more paths to success than ever, but they also face more challenges and barriers. **Something as simple as a new pair of athletic shoes can transform the outlook for America's youth.**



47 CITIES



5 COUNTRIES



29,361 PAIRS OF BRANDED ATHLETIC SHOES

\$352,332 ECONOMIC OPPORTUNITY CREATED

IMPACTS OF HOMELESSNESS ON CHILDREN AND YOUTH*

- Higher incidences of acute and chronic illnesses, depression and anxiety.
- Homelessness in early childhood is associated with poor classroom engagement and poor social skills in early elementary school.
- The achievement gaps between homeless and low-income elementary students tend to persist, and may even worsen, over time.
- A youth who experiences homelessness is **87%** more likely to drop-out of school.

**According to the 2016 America's Promise study*

We've made it our mission to create a more equitable future in the US through 4EveryKid:

Race/Ethnicity: Homelessness is disproportionately affecting Black/African American students by 2.5 times and Hispanic/Latino students by 1.5 times, on average, nationwide. One in two students we served in FY21 self-identified with an underrepresented minority group. That number jumped up to 81% of students in urban communities and 64% in suburban communities.

Age: First through third graders not only represented the largest group of students that we served through 4EveryKid this past year, but they also are disproportionately affected by homelessness in all communities we served.

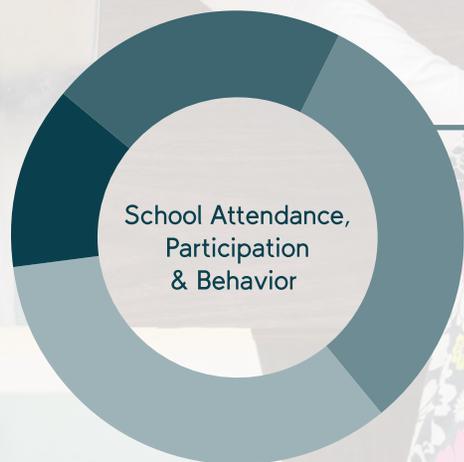
Gender: Nearly half of the students we served were female (47%). Nationwide gender school reporting is still centered around male and female genders, therefore we were unable to understand how we served LGBTQ+ students.

Geography: Half of our distributions took place in urban school districts given that's where homelessness is concentrated. Then, 40% in rural and 10% in suburban communities.

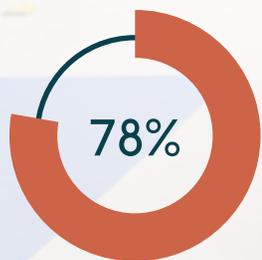
Disability: Nearly 1 in 5 students experiencing homelessness have one or more disabilities.

4EVERYKID

A good pair of shoes can change a child's future.



- 32% of students reported missing school because of improper footwear
- 52% of students had difficulty focusing in the classroom because their old shoes hurt their feet
- 76% of educators said students had better attendance & engagement
- 82% of educators reported improved behavior

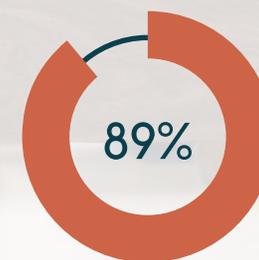


EQUITY & ACCESS

- 78% of students said they felt more equal to others kids in school
- 66% of students said new shoes were their biggest need right now



Every \$20 invested in our 4EveryKid program provides a new pair of athletic shoes to a child experiencing homelessness in the U.S.



HEALTH & WELL-BEING

- 89% of students reported an increase in confidence
- 82% of students increased their physical activity

Our school district partners overwhelmingly reported that the 4EK program positively impacted the trajectory of students' lives, instilled a sense of goodwill in the students and established more trust within their community. We also know this program is having a profound impact on their school districts and communities at large:

- 94% of partners said new shoes & socks were important to their programming
- 88% of partners said new shoes & socks were important to redistributing financial resources to meet their students' basic needs. This is significant when you consider how schools receive only an average of \$50 per student experiencing homelessness to facilitate enrollment, attendance, and success in school. Before 4EveryKid, as much as 16% of annual budgets were typically spent on providing shoes & socks because of their high expense.



"These shoes mean I can walk to work again and not be embarrassed."

– 15 year old boy from Middle TN

**"Wow, Mom, do you think I could
maybe try going out for basketball
this year now?"**

– 14 year old boy
from Wisconsin

**"Thank you for the boots. This is one
less thing I have to worry about."**

– 17 year old girl from St. Louis

"Love them!

I can jump so high!"

– 8 year old girl from Lawrence, KY

"These shoes mean a lot.

**And they have all
my favorite colors."**

– Tyrell, 6, Brooklyn, NY

**"There were kids at school bullying
Tyrell about his shoes being ugly,
so now, he's going to feel so much
more confident."**

– LoraLee (Tyrell's mom)

**"I've never had this
brand before...
always wanted them."**

– 16 year old boy
from Nashville, TN

**"THEY FIT! And they are
not from Goodwill.**

**I've only ever gotten
shoes from Goodwill
or another person,
these are my first
new pair."**

– 8 year old girl from Middle TN



**"Thank you for thinking of me
during the hardest time in my life!
You have given me light."**

– 11 year old boy from Dallas, TX

"I can finally have something new, and not feel left out of what the other kids have on."

– 9 year old boy from New York, NY

OUR COMMUNITY

We believe in the power of people to unleash good in the world. That includes our entire community of donors and partners who collect, donate and distribute shoes and clothing in their communities. It takes a village to disrupt the cycle of poverty, and we are stronger when we work towards that together!

In our upcoming 2021 Annual Report, we will dive deeper into recognizing our incredible individual, civic, corporate, brand and retail partners who dedicate their resources to making a difference in our world. This donor community includes:



Over the next few pages, we'd like to highlight our network of distribution partners. To achieve scalable, transformational impact, we prioritize community-based partnerships that are committed to our long-term mission of disrupting the cycle of poverty. It is by way of these partnerships that we are able to holistically, intentionally and sustainably serve our neighbors near and far.

OUR GLOBAL NETWORK

While Soles4Souls is hyper focused on the previously mentioned 8 Sustainable Development Goals, our distribution partners are advancing all 17 SDGs. In fact, 93% of our partner organizations have aligned their work with one or more SDG. We are proud of our diverse partner network for tackling the complexity of poverty from so many angles, and trust you'll see throughout this report how shoes and clothing further these efforts in very direct and impactful ways.



93%
of our partner organizations
have aligned their work with
1 or more SDG.

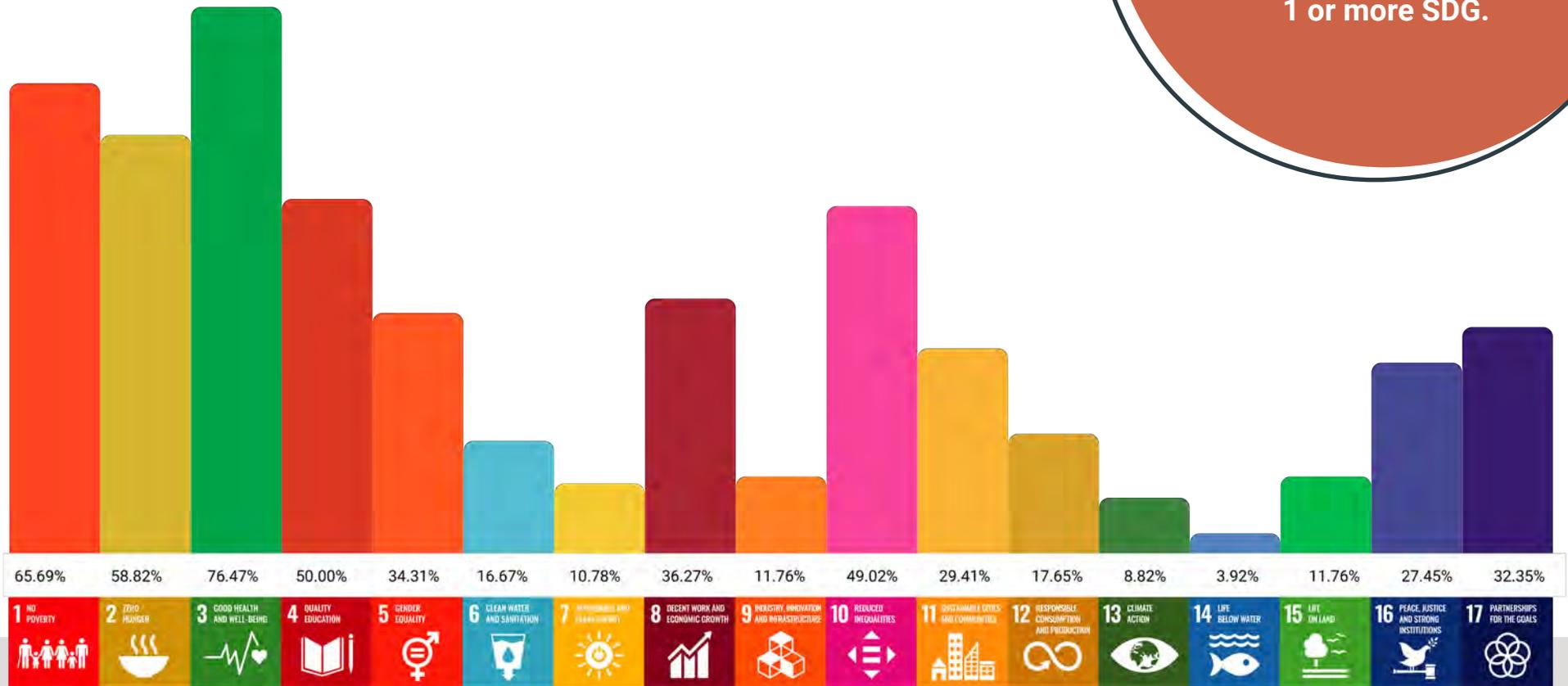


Figure above represents the distribution of SDG alignment across a sample of domestic and international distribution partners in FY21.

MICRO-ENTERPRISE 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 partner organizations to create jobs and entrepreneurial opportunities across 53 countries and 5 continents through our micro-enterprise programs. We have long-time, key partnerships where we are focused on growing deeper within those countries (denoted to the left by *). In the coming year, we will continue to explore expansion within Africa and Asia. 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.*

MICRO-ENTERPRISE IN ACTION: MEET KARLA



In August 2020, 19-year-old Karla left her family behind in El Progreso, Honduras, with the hope of immigrating to the United States.

Thousands of migrants make the trek northward from Honduras each month. Some, like Karla, are looking for a chance to help provide for their family. Others are fleeing gender-based violence, gang extortion, land grabs, drug trafficking, and extreme poverty. The journey is fraught with danger and the process is slow; it can take weeks or even months to get a response. But Karla didn't make it to the U.S. border, she was captured by Mexican authorities. After a month detained in prison, Karla was finally sent home on a plane, but her nightmare wasn't over.

Shortly after her return, Hurricanes Eta and Iota barreled through Honduras. The one-two punch of Eta and Iota leveled the country, affecting nearly 4 million people and causing \$10 billion in damage. Although the hurricanes spared Karla's own home, the devastation around her was unbearable. It was as if her world was collapsing—one trauma at a time.



And then... hope. In the form of employment through a Soles4Souls partner. In January 2021, a friend introduced Karla to the team at our partner's El Progreso warehouse. The team offered her a job on the spot—sorting, cleaning, and preparing donated shoes to be sold by entrepreneurs in our micro-enterprise program. The job is a big deal for her family of six. Because her father's work is unstable, it's been up to Karla and her brother to provide for their family. With her first paycheck, Karla was able to see a doctor about some injuries sustained while attempting to travel to the U.S. and she continues to save money and support her parents and siblings. **Karla is proof positive of a long-held Soles4Souls belief: People**

living in poverty don't lack work ethic. They lack opportunity. Soles4Souls' mission continues to be the same; make a way for people to have a better life.



FREE DISTRIBUTION PARTNERSHIPS

Since 2006, we have partnered with 1,681 domestic and international non-profit organizations to distribute new shoes and clothing to people in immediate need. These partnerships are essential to our mission. Below are the 252 organizations that Soles4Souls partnered with in FY21. To see a full list of our partnerships to-date, go [here](#).

360Kids
914 Cares, Inc.
A Barry Safe Place - Residence
A Precious Child, Inc.
Access to Success
AHF Ministries
Ahla Fawda
All Angels Church
American Legion Post 40 (Cheatham County)
Amity Foundation
Anderson Elementary School
Appanoose Family Alliance, Inc.
Apprentis d'Auteuil
Archway Housing & Services
Ascension Saint Thomas Health Services
Assistance League of Nashville
Baltimore City Public School System
Beech Creek Ministries, Inc.
Benevolent Kicks
BeUnlimited
BGC Canada
BMDMI - Jim Woods Team
BMDMI - Sabine Team
BMDMI - St. Andrews Baptist Church Team
Bound Brook School District
Boys & Girls Club of Kootenai County
Boys & Girls Club of Providence
Bright Futures Joplin
Broward County Public Schools
Calvary Episcopal Church
Capstone Rural Health Center
CARES Northwest
Carriage Town Ministries
Casa Azafran
Cenikor - Deer Park Facility
Central City Concern

Centrepont Soho
Changing the Cycle Foundation Inc.
CHCANY (Paraprofessional Healthcare Institute)
Cheatham County School District
Chicago Lights
Chicago Temple Homeless Ministry - Hope's Table Chicago
Chinese Relief and Development Foundation
Christ Episcopal Church Parish
Christian Refugee Relief Foundation
Clarksville Montgomery County Schools
Clay County High School
Clothes to Kids of Denver Inc
Clothes to Kids of Fairfield County
Clothes to Kids of Rhode Island
Coin Street Community Builders
Columbia Elementary School
Columbus City School District
Communities in Schools of Houston
Community Achieves
Community Action Program for Central Arkansas
Community Enrichment Center
Community Outreach for Family and Youth
Compound of Compassion
Convoy of Hope (HQ)
COSTI Immigrant Services
Cradles to Crayons
Crayons to Classrooms
CRC Nashville
Creative Girls Rock
Crossover Healthcare Ministry
Crossroads Foundation
CRY-Child Rights and You
CSX Foundation
Dallas ISD
Deborah Heart and Lung Center

Denver Dream Center
Denver Public Schools
Denver Rescue Mission
DeZavala Elementary School
District of Columbia Public Schools
Downtown Ecumenical Services Council (DESC)
Dress for Success Buffalo
Dress for Success Toronto
Early Learning Coalition of Duval
Ebenezer Lutheran Care Center
ELCA Outreach Center
Epworth Community Services
Evergreen Christian Church
Faith Christian Family Church
Family Lifeline
Family Services Center of Coffee County Inc.
Family Star Inc.
Father Bill's & Mainspring
FEAST Charitable Organization
Feed the Need Nashville
Following Francis-Francis on the Hill
For Kids Foundation
Free Hot Nutritious Meals
Friends of Baseball
Gaudenzia Inc.
Genesis Outreach Incorporated
Georgetown University Hoya Clinic
Girls Inc. of Memphis
Gladiolus Place
Global Community Communications Alliance
Global Medical Relief Fund
God's Outreach Ministry
GoochlandCares
Good360
Grace to Give Foundation
Haiti Healthcare Professionals Network

Haitian American Caucus
Hamilton Continuing Care Center
Hamilton Family Center
Hampton District 2
Healthserve LTD
Heart4Orphans
Heartland Hospice
Hemet Unified School District
Higher Ground Church International
Hope and Aid Direct
Hope Dallas
HopeHouse LTD



We are so grateful for the partnership we have with Soles4Souls and the way they have helped us share smiles, inspire hope and empower dreams. It is clear that the S4S team is invested in the organizations that they serve, and we feel that deeply on our end. We cannot do what we do without your help and support.

- Tiffany Wilkkinson,
Access to Success,
Nigeria

FREE DISTRIBUTION PARTNERSHIPS

Hospice Care of the Northwest
Houston Independent School District Foundation
Interval House
Japan NGO for International Development in Africa
Kids Up Front Foundation Toronto
Kingdom Causes Inc. DBA City Net
Kingdom Covenant Connections
KIPP Memphis Academy Elementary
Korean Unwed Mothers' Families Association
Lawrence County Schools
Lebanon Special School District
Legal Aid Bureau, Inc.
Lewiston/Auburn Area Housing Development Corp
Lighthouse Church
Lighthouse Christian Camp
Little Village
Los Angeles Family Housing
Los Angeles Mission
LoveOne
Madison Area Care for Homeless OneHealth
Mark Wahlberg Youth Foundation
Marymount Centre (Good Shepherd Place)

Maureen's Haven
Melissa Memorial Hospital
Metro Nashville Public Schools
Metropolitan School District of Warren Township Marion Co.
Milwaukee Public Schools
Mission for The Homeless Inc.
Mississippi Coats 4 Kidz
Mobile County Public Schools
Moments of Hope Outreach
Moving & Shaking 4 U, Inc
Nampa School District Federal Programs
Nashville International Center for Empowerment
Nashville Rescue Mission
National Black Nurses Association
National Museum of African American Music
Nationwide Children's Hospital Foundation
New Beginnings International Outreach
New York Cares
Newark Board of Education
Northend Rise, Inc.
Note in the Pocket
NYC Department of Education
Ohio Valley Education Service Center
One Man's Treasure
Operation Compassion
ORPHANetwork
Parents and Schilling Staff
People Loving Nashville
Perry Township Schools
Pocatello/ Chubbuck Head Start
Pomona Economic Opportunity Center Inc.
Portland Public Schools
Power of Life Foundation, Inc
Presbyterian Social Ministries, Inc
Prince George's County Public Schools
Project 48
Project FoodChain
Project ROPA
Providence Home Medical Equipment
Provision Ministry, Inc.
Pure Hope Project

Radias Health
Randolph County Schools
Richmond Public Schools
Rockland Sister Cities Project
Room in the Inn
Rose Haven
Russell County Career & Technology Center
Rutherford County Schools Atlas Program
Safe Harbor - Erin
Safe Harbor of Bucksnot
Salem Free Clinics
Samaritan Ministry of Temple
SAMM Ministries
San Antonio Threads
Sedgwick County Health Center
Shiloh House
Shine & Inspire Inc
Shoes that Fit
Sidewalk Samaritan Inc.
Singapore General Hospital
Skid Row Housing Trust
Souls 4 Salvation
St. Dominics Outreach
St. Louis Public Schools
Stout Street Foundation
Students for Senegal
Sumner County Schools Family Resource Center
Team Jesus Ministry - Headquarters
Texas Health Resources Foundation
The Bowery Mission
The Breathe Organization
The Bridge House
The Giving Closet Project
The Gussie Wortham Foundation Inc
The Islah Reparations Project
The Little Bit Foundation
The Los Angeles Unified School District
The Other Side Academy
The Red Road
The RICE Company Ltd
The River Fund New York
The School District of Pickens County

The Second Beginning
The Susie Reizod Foundation
Thomson Paediatric Centre PTE LTD
True North Aid
Trybe Limited
Ubuntu
UC Health University of Colorado
Union Elementary School
United Way of Jackson
United Way of Santa Cruz
Urban Impact
Valley Rescue Mission, Inc.
Vanier Community Service Centre
VCU Health Systems
Veterans Inc
Volunteers of America - Utah
Walk on Water Ministries International
Wesley Lakes Elementary School
White Pony Express
Wiikwemkoong Unceded Indian Reserve
Wilson County Schools
WOGO
Women Supporting Women Ministries
Working Wardrobes
World Compass Foundation
Yonge Street Mission
Youth Towers Incorporated
Zetta Nicole Girls Corp

“

If it had not been for Soles4Souls, we wouldn't have had the budget to go out and purchase such quality and brands of shoes to provide to persons in need in the community. It has been a HUGE blessing!

- Shunte Howze,
Genesis Outreach, Inc.,
Snellville, Georgia

FREE DISTRIBUTION IN ACTION: MEET MICHAEL

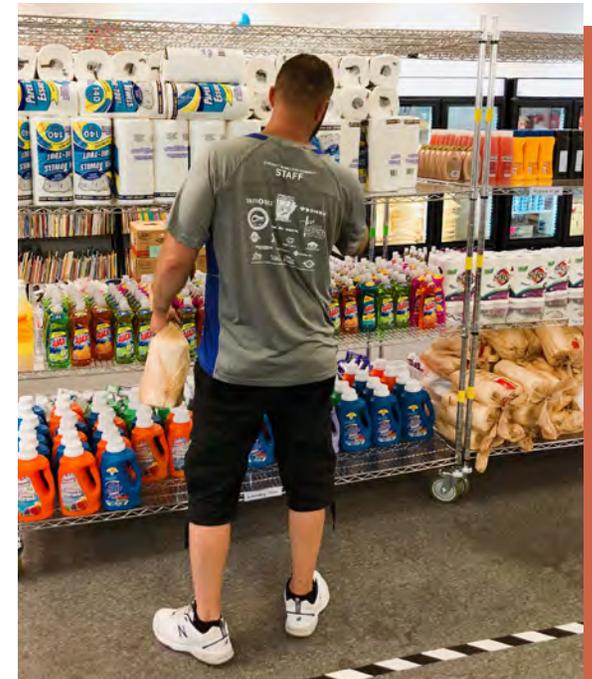
Michael came to Community Action Program for Central Arkansas (CAPCA) on a volunteer basis from a local halfway house. Michael had recently been released from prison for a non-violent offense, and when he first arrived for work, he had no clothing, hygiene products, decent shoes, or money to purchase any of these items. He was given hygiene products, water bottle, towels, clothing and a pair of new shoes from Soles4Souls.



"The donated items are things that we as a nonprofit Community Action Agency would never be able to afford to give our clients," Lacey said. "We serve low-income and homeless year round and they are used to getting the older worn out items that are donated to other organizations to give out. But because of Soles4Souls, we are able to give them things they would not be able to get otherwise: new shoes, new underwear, new shirts, and the list goes on."

Michael returned to volunteer day after day, and his work ethic and bright personality never faltered. Around that time, CAPCA was looking to hire someone full-time. After seeing what he could do as a volunteer, Lacey and her team knew that they had to give him a shot. After the application and interview process, Michael became an official CAPCA employee!

Michael said that the items that he received the first day he came to volunteer empowered him and made him want to work his hardest so that he could "repay" for the items that he received. Lacey added, **"Michael is an amazing man who is such an inspiration to everyone and one of the hardest working people I have ever been around. He is proof that you can't judge someone by their past. You just might be the stepping stone they needed to a brighter future."**





COMMUNITY RECOGNITION

Soles4Souls is one of the top-rated nonprofits in the country.



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!

SCOPE & METHODOLOGY

The FY21 Soles4Souls Impact Report celebrates the strides that our Soles4Souls community is making to create social, economic, and physical impact around the world. By intentionally prioritizing impact measurement over the past year, we have been able to:

- 1. Identify** preliminary outcomes across our program areas: Serving Those in Need, Creating Opportunity, and Protecting the Environment.
- 2. Learn** more about the effectiveness and efficiency of our programs, which will help us grow as even more impactful partners in our communities.
- 3. Embody** our core values of Transparency, Entrepreneurialism, Accountability and Meaningfulness (T.E.A.M.) as an organization and greater community.

The data in this report draws from a variety of different sources, including three 4EveryKid student and partner surveys administered in Fall 2020 and Spring 2021, FY20 and FY21 Free Distribution Partner Survey, and quantitative surveys and qualitative interviews with Micro-Enterprise Partners and Entrepreneurs. Any additional secondary data was noted throughout the report. As we continue to refine and test our approach, framework, and processes, our impact measurement will continue to mature and improve.

We lead with our outcomes to advance our impact under the belief that shoes and clothing, when put to good use, can and does disrupt the cycle of poverty. Aligning and reporting our goals with the UN Sustainable Development Goals (SDGs) will help us drive even greater momentum and collaboration to achieve them, and we invite our entire community to join us in these efforts.

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

Want to continually learn about the impact our global community is making? Stay engaged with Soles4Souls throughout the entire year! Here are a few ways:

CHECK OUT OUR BLOG

RECEIVE OUR EMAILS

FOLLOW US ON SOCIAL

CONNECT WITH OUR TEAM