

SOLES4SOULS

ANNUAL REPORT

2024

soles4souls.org





It is a privilege to talk about the work that we do at Soles4Souls. Our annual report is a time when we take a step back and distill a year of interactions, relationships, struggles, successes, and growth into a few pages.

Our first core value is **transparency**, so let's start with the numbers. We are proud of the discipline we bring to the "how" as we create opportunities for people through shoes and clothing. That shows up in pounds, pairs, pieces, and people and we have continued to increase all of those, as you will see in this report.

Another of our values is **accountability**. Being clear about the quantitative aspect of Soles4Souls is one way we show our team, our board, our supporters, our donors, and those we serve that we are getting the results they have invested in.

Our third value is **entrepreneurial** and it is key to how we approach our work. How we serve more people, more effectively, and as efficiently as possible are questions we ask ourselves every day. Working around the world with people and partners who are entrepreneurs, not as a choice but out of necessity, inspires us every day. That DNA transfer shows up in our results and the relentless focus on our fourth value...meaningful.

Making sure the work we do is **meaningful** is the only reason the other three values matter. Whether it's helping a woman find her footing as a small business owner who can take care of her family, or being there with winter coats, new shoes, and the

basics of socks and underwear after a natural disaster, we have to be clear that what we're doing matters to those we serve. The stories of the people behind these few lines are profound, bringing tears of frustration, joy, and relief to their eyes and ours every day.

Since we launched our 4EveryKid program in 2020, we have served almost 500,000 students experiencing homelessness with new, branded athletic shoes. Hearing from teachers and school staff that so many of these kids, often excluded and pessimistic about the future, feel seen and valued, is one of the most remarkable things we've been a part of. Having the data that shows that this is not just a temporary feeling, but part of a change that helps them stay in school, fuels our desire to reach the more than 1 million kids across the United States who are in the same situation.

If you've made it this far in the letter, you're in. All I can ask is that you, like me, like our team, like our board, like our partners, donors, volunteers, and travelers, look for more ways to get engaged. The need grows every day and we're grateful for every dollar, euro, pound, piece, and pair that we can turn into opportunity for those we serve.

OUR MISSION

Soles4Souls creates opportunity for people through shoes and clothing.

Our programs

4Opportunity: Soles4Souls sells and distributes shoes and clothing through our international partners to help people build small businesses.

4EveryKid: Soles4Souls partners with schools to get new athletic shoes to children who are experiencing homelessness, eliminating a barrier to educational and extracurricular opportunities.

4Relief: Soles4Souls helps get new shoes and clothing to people in crisis situations, freeing up financial resources they can use toward other needs.

4ThePlanet: Soles4Souls cares for our planet and people by extending the life of shoes and clothing that might've otherwise been prematurely discarded.



2024 IMPACT

By The Numbers

Soles4Souls partners with generous individuals, brands, and corporations to donate new and used shoes, clothing and accessories for people in need all over the world.

2024 Impact by the Numbers:

5.8 MILLION

Pairs of shoes

4 MILLION

Pieces of clothing

9.2 MILLION

Pounds diverted from landfills

147,500

Volunteer hours

\$69,549,921

Economic Impact

Which is the money that stays in the pockets of the people and communities we serve when they receive shoes, clothing and other goods.



4 OPPORTUNITY

→ Soles4Souls sells and distributes shoes and clothing through our international partners to help people build small businesses and create jobs.

● Through our 4Opportunity program, in 2024 we provided **4,842,102** pairs of new and gently used shoes and **2,491,353** articles of clothing.

● Selling shoes creates **small businesses and jobs** in low income countries.

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

● Entrepreneurs have been able to increase their household income by more than **200%**, more than **5 times** above the international poverty line.



Of the 50 students who have graduated from Street Business School we have 8 students who been able to establish their own businesses selling shoes. This has made tremendous impact for their families, many whom were struggling to send their own children to school. Becoming a direct partner with Soles4Souls has enabled WMOF to extend this opportunity to truly impact our entrepreneurs, which in turn greatly affects their ability to provide for their families.

- World Mission Fellowship Outreach

4 Opportunity

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

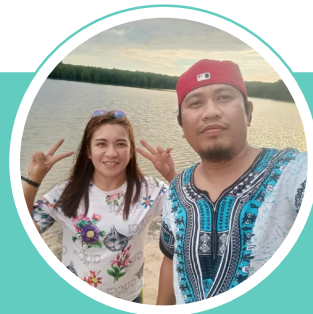
Did you know?

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.

**Data as reported by our 4 Opportunity partners in FY22*

NEW PARTNER HIGHLIGHT

Philippines



Lemmy & Jenny – This amazing couple started out buying 10-15 pairs of shoes at a time. From that it grew to 4 or 5 sacks of 25 each.

As they continued to grow their small business, they took a leap of faith and began to buy in bulk.

They are now one of World Mission Fellowship Outreach's largest resellers having purchased over 10,000 pairs of used shoes in the last calendar year!

PARTNER HIGHLIGHT

Haiti



Small World, Big Impact – In the bustling Kafou Lacho region of Cap Haitien, Haitian American Caucus (HAC) founder and S4S Partner Sam Darguin met Roseline, a 47-year-old shoe seller.

Roseline shared that she buys shoes from a woman named Vyolene, who receives shoes to sell through Soles4Souls. What Roseline didn't know was that Sam was the one connecting Vyolene with Soles4Souls! When Samuel revealed the connection, Roseline's face lit up with joy.

Her story showcases the ripple effect of our work:

- Vyolene receives shoes through Soles4Souls.
- Roseline buys shoes from Vyolene, earning a living and supporting her community.
- By connecting people and resources, we create opportunities for economic growth, empowerment, and joy.

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.

● Through our 4EveryKid program, we provided **209,833** pairs of new shoes in 2024.

● Did you know that new shoes have an impact beyond just the feet? ***Shoes contribute to the social, physical and emotional health of a child!***

● **97%** of our partners said they see positive results in school attendance with their new shoes.

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



“

Mrs. Smith, Mrs. Smith! Look at my new shoes! I was really hoping they would fit because I really wanted that pair. I was afraid they wouldn't fit. I tried them on, and they fit perfectly!

- 6th grader, Magazine, AR

”



4EveryKid

79% of students said that shoes were one of their biggest needs.

96.8% of our partners said that students' confidence increased after receiving their new shoes



Before I got my new shoes from Soles4Souls, walking to school hurt my feet and made me feel embarrassed. Now, I walk comfortably and confidently, play freely with my friends, and focus better in class. These shoes protect my feet and give me a sense of dignity and hope for a brighter future.

– 4th Grade student, Colorado



I got a call from a Middle School Counselor, they got a new student. She and her two siblings were placed with a foster family and came with nothing. To provide the 4th, 5th, and 7th grade students with a brand-new pair of shoes is such a gift. I know the students and the foster parents greatly appreciated these amazing new shoes. I just wanted to write you and Thank You for your amazing partnership, I love that we can take care of our students in a way to make them feel just like everyone else.

– Family Resource Center, Sumner County, Tennessee



One of my 3rd grade students has been wearing the same pair of shoes for quite some time. The soles were completely falling apart, it was causing him to trip and not come to school because he was embarrassed when others made comments about his shoes. He would come in some days with his brother's shoes that were 3 sizes too big and or his mom's shoes, also too big just because he did not want to wear his broken shoes. I sized his foot, went to our closet, and found a pair that fits him!

– McKinney Vento Liaison, Maine

4RELIEF

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

We work with more than **2,000 partners** worldwide, including nonprofits, community organizations, shelters, faith-based groups and relief organizations.

Through our 4Relief program, in 2024 we provided **641,075** pairs of new shoes and **630,363** articles of clothing.

New shoes and clothing help individuals gain employment opportunities, with **1 in 2** returning to work and **1 in 5** securing new employment.



A family of 3, single mom and two kids lost everything in the Hurricane. When meeting with them to see how we could help she stated she did not know even where to begin. We shared with her that we could provide clothing, shoes and coats. She was so excited and said, 'well let's start there' When we delivered the items to her and the kids at the hotel they were so excited. Stephen- he is 8- screamed, 'I have never had basketball shoes. I will play good now.' He was so excited and his mom all she could say was 'Thank You.'

– Buncombe County Schools, North Carolina



In 2024, Soles4Souls was able to quickly mobilize and help those impacted by Hurricanes Helene and Milton, distributing more than **79,000 new items, like shoes, clothing, underwear and accessories**, to organizations across the Southeast. S4S continues to provide relief in these hard-hit areas and expects to do so throughout 2025.

Did you know?

- More than **95%** of our nonprofit partners say that new shoes and clothing positively impacted the recipient's quality of life.
- **4 in 5** have improved overall health and wellbeing, including less injuries, more physical movement, and improved mental health.
- More than **93%** of our nonprofit partners say that our donations are crucial to their programming efforts and operations budget.



I did not know how I was going to go to school without shoes and clothes. Thank you for giving me this stuff so I can go to school.

– **2nd Grader**



We were able to deliver full wardrobes to this school including the shoes - just look at those happy faces. As always thank you, Soles4Souls, for all you do. We are so blessed to be in partnership with you all."

– **Buncombe County Schools, North Carolina**

4 THE PLANET

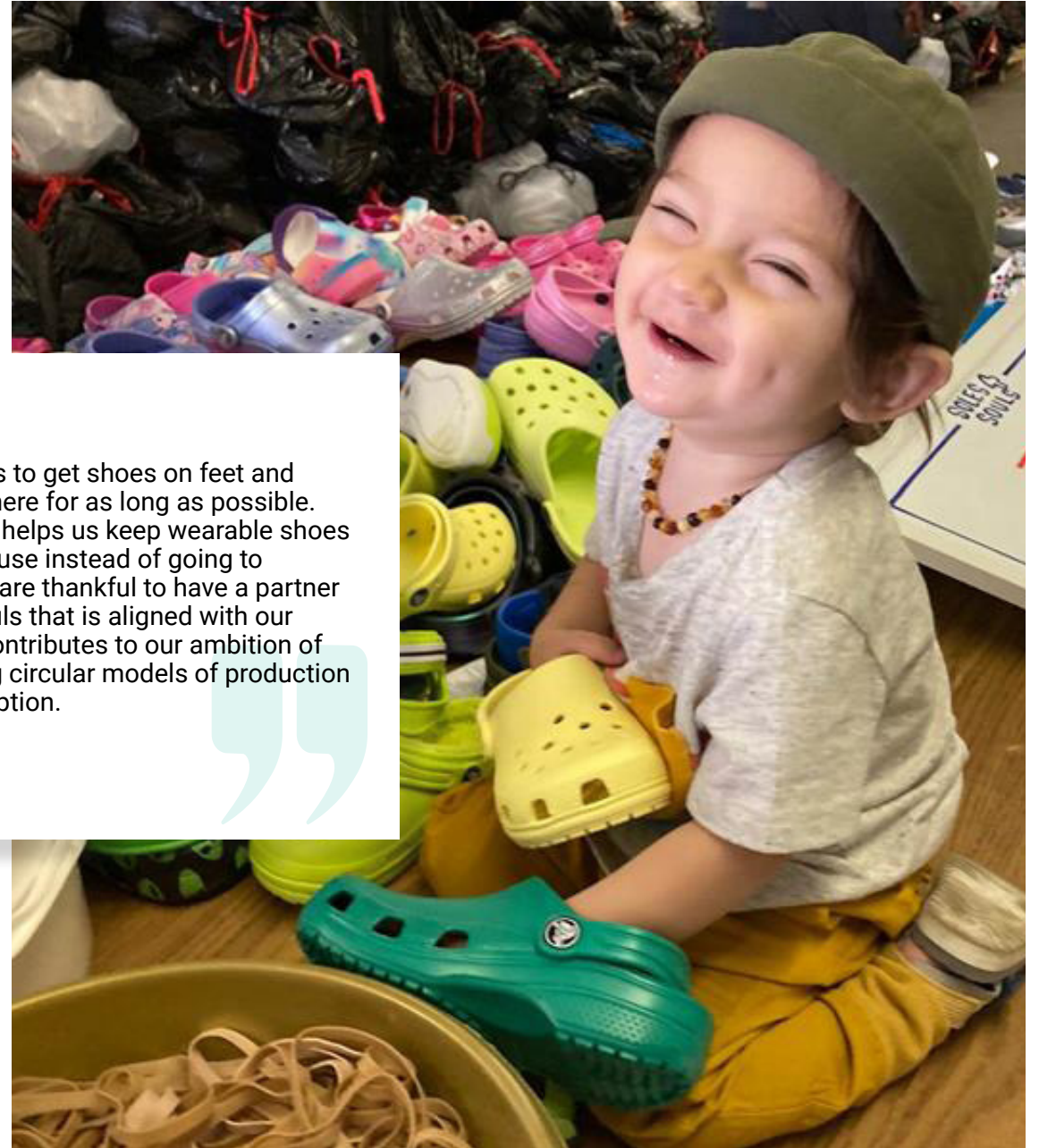
→ Soles4Souls cares for our planet and for people by extending the life of shoes and clothing that might've otherwise been prematurely discarded.

● Did you know that globally, an estimated **92 billion kilograms** of textiles waste is created each year?

● Donating your shoes and clothing reduces their **CO2 impact** per wear by extending their life at least **15 months**.

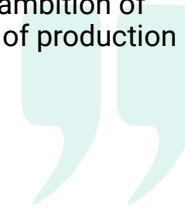
● To date, we've diverted **42 MILLION KILOGRAMS** of textile out of landfills.

We are able to extend the life of nearly **99%** of shoes we receive!
If the product is beyond use or repair, S4S works with third-party partners to turn this waste into energy.



Our priority is to get shoes on feet and keep them there for as long as possible. Soles4Souls helps us keep wearable shoes at their best use instead of going to landfills. We are thankful to have a partner in Soles4Souls that is aligned with our vision and contributes to our ambition of championing circular models of production and consumption.

- Crocs, Inc.



4ThePlanet

Soles4Souls has decreased its carbon emissions by **11%** across North America since last fiscal year while continuing to grow and expand. We've been able to do this through efforts across all of our programs.

- We monitor our **environmental footprint** by measuring our **carbon emissions** through Radicle Climate Smart, to make data-driven decisions and pursue new, green initiatives related to infrastructure, sourcing and energy.
- When you donate to Soles4Souls, we reduce your shoes and clothing's **CO2 impact** per wear by keeping each one in use for as long as possible.
- We reduce our broader community's **environmental footprint** by optimizing our supply chain, minimizing the distance between donor, Soles4Souls and those we serve.
- We reuse **99%** of the shoes and clothing donations we receive. For donations beyond use or repair, we partner with companies that turn waste into energy and other useful products.



ESG

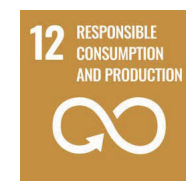
Environment, Social & Corporate Governance

At Soles4Souls, we create opportunity for people through shoes and clothing, supporting those we serve and creating avenues for people like YOU to make a positive impact in the world. Our unwavering commitment to our ecosystem of partners is to deliver measurable social and environmental benefits while responsibly managing the donations entrusted to our mission.

Our Sustainability Principles:

- 1. Sustainability is multi-dimensional.** We integrate social, economic, and environmental considerations into every aspect of our work, ensuring sustainable outcomes through our partnerships, programs, and processes.
- 2. Circularity should benefit everyone.** While circularity is inherently good for the planet, it often excludes those without the means to participate. At Soles4Souls, we're widening the circle—creating opportunities for everyone to access a better life and contribute to a cleaner planet.
- 3. Together, we do better.** Through our global network of trusted partners, we help for-profit brands achieve their business and ESG goals. By implementing take-back initiatives, we maximize the lifecycle of products, repurpose excess or unwanted inventory, and ensure traceability for donations.

The Results. Together with our supporters, we directly advance 10 of the 17 UN Sustainable Development Goals.



PARTNERS
Footwear & Apparel

Footwear and Apparel Partners

Footwear and apparel brands are the backbone of our programs. They donate their excess product, create cause marketing fundraising campaigns, get their employees involved, and so much more. Here are a few of our biggest supporters in 2024:



EILEEN FISHER

“ Partnering with Soles4Souls has allowed EILEEN FISHER Renew to not only extend the lifecycle of our clothing, but also create opportunities for people to build a better future through the Soles4Souls 4Opportunity program. ”



DECKERS
— BRANDS —

“ Deckers Brands is proud to have partnered with Soles4Souls for over 15 years. By providing donations of shoes, apparel, and grants, our partnership has uplifted communities around the globe. We feel fortunate to have Soles4Souls as a solid partner in our mission of Doing Good while Doing Great. ”

CORPORATE PARTNERSHIPS

Corporate Partnerships

From shoe and retail brands, to banks, grocery stores, fitness centers, tech, and more, Soles4Souls works with partners across all kinds of industries. Here are some of the incredible corporate partners who have made a big impact this year.



PARTNERS

International

International Partners

Our partnerships extend all over the globe, through Canada, Europe, and Asia. Here are some of our largest partnerships internationally.

UK:



EUROPE:



ASIA:



COMMUNITY PARTNERS

Community Partners

We wouldn't be where we are without our donors, reaching deep into their own communities and giving back to people across the world. Our donors do everything, from volunteering in our Regional Donation Centers (RDCs), collecting shoes, starting shoe drives, hosting donation drop-offs, and being a part of our Sole Tribe Ambassador community.



PARTNER HIGHLIGHT

Ruby Black - Long time supporter and traveler, Ruby completed her first Ten2Give and hosts a storage unit in her community now. She is working on collecting her next 10,000 pairs now. Completing her first Ten2Give means that S4S will provide 100 pairs of new shoes to a community organizations in her area!

PARTNER HIGHLIGHTS

Northport Rotary collected their annual 10k in March of 2024. They do this each year in honor of Bill and Anita Thomas (two long time elderly supporters that passed away during COVID).

Suriya & Surina Gadh in Miami had their big 16th birthday campaign where they hosted a shoe drive and raised more than \$16,000!

West Hills Torah Center started a 25k drive in the summer of 2024 and hosts a storage unit there now! It has big teen program focused on giving back!

National Retail Federation Student Program hosted a year-long shoe drive with over 70 universities involved and over thousands of shoes collected.

Sauk MN Leo and Lions Club donated 26,000 pairs.

WHY DONATE

To Soles4Souls



Clay and Lynn reside in St. Louis, MO and have been dedicated volunteers and supporters of Soles4Souls for more than a decade.

Clay is retired from Caleres, where he enjoyed a 30 plus year career. It was during his time at Caleres when he was introduced to Soles4Souls. Buddy Teaster, CEO & President of Soles4Souls, was in St. Louis to provide a TED Talk. "It was very early in Buddy's leadership, and he shared with me both the opportunities and challenges of the organization," Clay shared.

Shortly thereafter, Clay joined the Soles4Souls Board of Directors with the goal of helping Buddy and the work of the organization evolve. He served two Board terms, from 2014 – 2020, and was then named a Board Emeritus.

As Sole Society co-chairs, Clay and Lynn hope to grow awareness of the organization throughout the U.S. "The donations generated will help the 4EveryKid program continue its mission of putting new shoes on the feet of kids experiencing homelessness in the U.S. The more folks we can motivate to join Sole Society, the more lives will be positively impacted," they said.

Clay and Lynn have been married for more than 40 years. They've traveled domestically and internationally with S4S to participate in shoe distributions. "We've seen poverty," they shared. "We've seen the impact of the organization in so many ways. Our passion to help others and the work of 4EveryKid is why we agreed to co-chair."

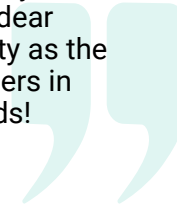
Clay and Lynn have two adult children and three grandchildren. They enjoy spending time with family, traveling domestically and abroad, and playing a little golf!

"Soles4Souls is like a large family for us as well. We've made so many dear friends and we see Sole Society as the same opportunity. Helping others in poverty and making new friends!"

- Clay and Lynn Jenkins, 2024 Sole Society Co-chairs



Soles4Souls is like a large family for us as well. We've made so many dear friends and we see Sole Society as the same opportunity. Helping others in poverty and making new friends!





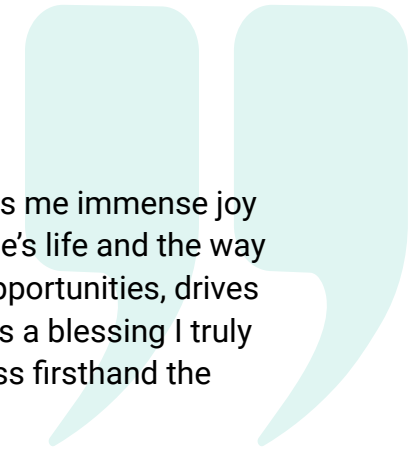
Our family has supported Soles4Souls since 2011 when my dad, Bill Blischke, learned about its important work. He passed the tradition on to us and our children and we have since participated in shoe drives, Soles4Souls trips, volunteering where we can, and providing needed funds.

- Michael and Carrie Tidus



Whether preparing for a day in the office or hanging out with friends, lacing up a pair of sneakers brings me immense joy and confidence. I have a deep appreciation for how profoundly shoes and clothing can impact someone's life and the way we show up. This personal connection, coupled with my awareness that not everyone has the same opportunities, drives my passion for supporting initiatives like Soles4Souls. Being invited to join the Board of Soles4Souls is a blessing I truly cherish. My involvement enables me to actively participate in the organization's mission and witness firsthand the positive impact they have on our communities.

- Walter Porter



SOLE SOCIETY

Sole Society is a special group of big-hearted donors who make an annual investment of \$1,000 or more to support Soles4Souls.

\$50,000+

Angela Harrell
Milledge and Patti Hart
Buddy and Becca Teaster

Bernadette Lane
Robert and Margaret
Rothman
Edward Shapiro
William and Katita
Strathmann

Greg and Mara Freedman
Matthew and Trina Gandal
Sam Gardner
Charlie Gillman
Wesley Hutchings
Cynthia Kounaris
Julie Kral

Martin Berman
Robert and Peg Callahan
Ellen R Davis
Brian J. Ehrig
James and Gail Ellis
Paul and Peggy Fetsch
Dan Friedman

KT Travis and Suze Orman
Lee and Tiffany Turner
Kathy N Waller
Tony Waller
David Wright

\$25,000+

Aaron and Jessica Belville
Rita Case
Mohamad Hachem
Jean-Claude and Elizabeth
Saada
Steven Salstein

Kren and George Teren
Michael and Carrie Tidus
Carl and Carol Wall
Sandon and Karen Wool

Jeanine Krall and Douglas
Pferdehirt
Seth Landsberg Family
Foundation

Jack Gross
Mary Beth Grubb-Wilkinson
Ken and Lucile Hicks
Leesa & Rick Hill
Sara and Jeff Kessler
Michelle Krall
Max Kuhn

\$1,000+

David and Elizabeth Allen
Keith Alper
Daniel Anglin
Rod Arnold
Russell E. and Carol H. Atha
Jim Baich
Chad Bailey
Cullen and Sarah Barbato
Shadee Barkan
David & Holly Barnett
Tim Bartlett
Derek Bartron
Eric Batiza
Bill Beck
Paula Begoun
Salvatore & Anna Beltrone
Family Foundation

\$5,000+

George and Laura Bellino
The Brown Family
Naomi Cavin
The Cleary Family
Counihan Family
Foundation

Alyson and Bert Lee
Bernadette O'Leary
Laura Poisson
Walter Porter
Miriam Sexton
Brandon and Julie Taylor
Jim and Tammy Thacker

Michele and John Love
Edward J. and Cynthia
Markushewski

\$10,000+

JoAnn Belville
Bradley and Ashley Diener
Tianne and Daniel Doyle
Gregory Goldstein
Judy Huff
Clay and Lynn Jenkins
Rex and Sandy Jobe
Garó Keresteci

Karen Dean
Mr. and Mrs. Bill Dinker
Cathy and James Donnelly
Charitable Foundation
Patrick Duroseau
Florescue Family Foundation

\$2,500+

Jackie Arnold
Robert & Chrys Baker
Krystel and Matt Beall
Raji Behal

Landon Mauck
Matt and Lisa Priest
Steven Reynolds
Steve Scales
Dr. Satish and Gita Shah
Richard Snyder
Rebecca and Michael Swan
Jennifer Tierney

\$1,000+ (cont.)

The Ramesh and Kalpana
Bhatia Family Foundation
Mark and Amy Bigej
Byrom Fortune Family
Giving Fund
Cristina Campbell and
Tim DeWolf
Ashley Chang
Brenda Christmon
Jodi Chu
Bryan and Karen Collins
Kevin Cox
Paul Craig
Chip and Pat Crowl
Kevin Crumbo
Corinne H. Dale Family
Foundation
Rachel Devries
Connie Droge
Katherine Eboch
Rimpy Erwin
Bryan Eshelman
Thomas Evans and
Susie Moser
Jim Fellinger
Michael J. and Nellee H. Fine

Josh and Jessica Fogg
Ronald Fromm
Andy Gabehart
John and Nancy Gardynecki
Craig Gibian
Jason Gindi
Richard Glaze
Darcy Glidewell
Stewart Goldman
Jon and Angie Gorder
Joshua and Mindy
Greenberg
Martyn and Judith Greene
David Haddad
Leon and Carolyn Halbur
Patrick Hamack
Lisa Hannum
Karl Hansen
Jerre A. Harris
Eric Harrison
Steve and Sue Hartley
Kelley and Jack Hartnett
Spencer Hastings
Howard Herman
Gregg Hodges
Whitey Holt

Sylvan and Linda Holtzman
Timothy and Gina Howard
Linda Huber
RJ Hutton Charitable Trust
Sara Irvani
Jason Islam
Cindy Jackson
Eunice Johnson
Trisha and Bill Jordan
Steve Kenger
Jill Keogh
Gracie King
Doug Kinneberg
Saranga Komanduri
Jeff Kuhn
Frieda Labrado
Felipe Lafratta
Julie and Mark Leadlove
Hyemin Lee
Geoffrey Levy
Andy S Lew
Barbara Liss
Scott and Deborah
Livingston
Aaron Lord
John Malpiedi

Alen Mamrout
Laura and Mark Marek
Cheryl and Terry Matejka
Doug McCollum
Parker and Kendra
McCrary
Megan McGuire
Diana McNamara
Jennifer McNeil
Sharon Medina
Logan and Simone Meeks
Celeste Miller
Melvin Miller
Theresa and Michael Miller
Amity Millhiser
Modrak Family Donor
Advised Fund
Kevin Molin
Peggy Moore
Cam Munro
Timothy Murch
Shannon Neale
Eric Neuner
Niggeman Family
Foundation
Joe Njoroge

Linda and Mark Nyvall
Kristy Oldham
Gigi Olive
Amna Osman
Carol Pallai
John and Jenifer Parker
Ashok and Surekha Patel
Ashwin and Hansa Patel
Lindsey Petasek
Steven and Allison Pryor
Britta Puschendorf
Mr. and Mrs. Glenn Royer
Carrie Rubin
Ann and Frank Russo
Nick Saviano
Steve Savin
Linda Schwartz
Curtis Scribner
Peter Scully
Brett Severson
Tricia Shiley
Michael Shirey
Wil and Karen Shirey
Ronald Shroder
Jeffrey and Christy Singer
Monica & Kevin Sirop

\$1,000+ (cont.)

Heather Smith
Joseph I Spaulding
Tracy Spencer
Christopher and Sian Spurney
David Stahley
Karen and Mitch Stern
Ian and Taryn Stine
Christine Stout
Carrie Summers
Beverly A Szalwinski
Earnest and Brenda Teaster
Michael and Shelby Teaster
Kathryn Thompson
Veronica Torres
Ly Tran
William and Sharon Tyson
Patsy Uken
Bryan and Barbara Vincent
Katherine Vincent
Nancy Vogelman
Anne E & Bruce E Walker Charitable Foundation
Shaun Wettgen
Wallace and Katherine White
Lisa Wilkinson
Jeff and Erin Wist

Todd Wolff
Roy & Alma Wyatt
Stacy Xie

OUR FOUNDATION PARTNERS:

2024 Foundations providing over \$25,000:

Bank of America Charitable Foundation
Highmark Wholecare
Mark Wahlberg Youth Foundation
Tennessee Valley Authority
Voya Financial Foundation

OUR TEAM

We are 4 equality, empowerment, and opportunity.

Soles4Souls is about positively impacting the lives of the people we serve. We know that, collectively, we can change the story of someone's situation through the values of giving and serving.

We do all of this through the lens of our CORE values:

Transparency
Entrepreneurial
Accountable
Meaningful

TEAM. And we don't just mean our staff. Our TEAM is our entire network of partner organizations, brand partners, entrepreneurs, volunteers, and vendors. And our TEAM believes that this opportunity is available to ALL people regardless of race, color, ancestry, gender, national origin, marital status, sexual orientation, religion, political affiliation, veteran status or those differently enabled.

It is important for ALL of us to be able to bring our authentic selves to the Soles4Souls mission of turning shoes and clothing into opportunity. When everyone feels seen and heard, it brings diverse perspective that is necessary to creating lasting impact.



EARNED REVENUE *(excluding in-kind donations)*

generates 61% of total revenue

2022: \$8,025,019

2023: \$9,719,730

2024: \$12,018,582

CONTRIBUTED INCOME *(excluding in-kind donations)*

generates 30% of total revenue

2022: \$2,924,205

2023: \$3,695,724

2024: \$7,529,363

Soles4Souls is a nonprofit, global social enterprise earning revenue through the sale of used and new shoes and clothes to entrepreneurs and international partners in low-income countries.

NET INCOME *(excluding in-kind donations)*

earnings before depreciation, and amortization

2022: \$946,948

2023: \$1,004,619

2024: \$4,256,421

TOTAL NET ASSETS

2022: \$29,180,322

2023: \$37,268,911

2024: \$39,358,446

**Note: Our Financials reflect our fiscal year ending June 30, 2024.*

Generous financial donations are made annually by thousands of individuals, foundations, and corporate cause marketing campaigns – all to help Soles4Souls provide shoes and clothing to those in need in the U.S. and around the world. **Every member of the Soles4Souls Board of Directors contributes financially.**

GIFTS IN KIND

A significant portion of Soles4Souls' revenue is related to gifts in kind from product donated by many sources to be used in fulfillment of our mission. Here, we report our total income and total expenses, including a functional expenses breakdown for the last three fiscal years.

TOTAL REVENUE

including in-kind donations

2022: \$92,686,206
2023: \$108,404,819
2024: \$126,384,074

TOTAL EXPENSES

2022: \$92,441,284
2023: \$100,316,230
2024: \$124,294,539

PROGRAM EFFICIENCY

2022: 95%
2023: 95%
2024: 95%

PROGRAM EXPENSES

2022: \$87,937,579
2023: \$95,276,081
2024: \$117,795,296

FUNDRAISING EXPENSES

2022: \$2,243,400
2023: \$1,900,693
2024: \$2,970,680

ADMINISTRATIVE EXPENSES

2022: \$2,260,295
2023: \$3,139,456
2024: \$3,528,563

Board of Directors

Aaron Lord

Vice President, Supply Chain Planning,
Capri Holdings Ltd.

Andy Lew

CEO, St. John

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