SOLES4SOULS
Turning shoes and clothing into opportunity

IMPACT REPORT
FISCAL YEAR 2021

JULY 1, 2020 – JUNE 30, 2021
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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
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 TOTAL ECONOMIC IMPACT SINCE 2006:

$475,218,499

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
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

<table>
<thead>
<tr>
<th>WHY</th>
<th>HOW</th>
<th>WHAT</th>
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<tbody>
<tr>
<td><strong>SERVE THOSE IN NEED</strong></td>
<td>We believe in creating safe, healthy, and equipped communities by lifting people out of vulnerable situations.</td>
<td>We partner with community-based nonprofits, including schools, shelters, and relief organizations, to provide shoes and clothing through human-centered programs.</td>
</tr>
<tr>
<td><strong>CREATE OPPORTUNITY</strong></td>
<td>We believe people are willing to work hard—they just need an opportunity.</td>
<td>We develop sustainable partnerships and programs in which shoes and clothing are a vehicle for equitable, educational, and economic opportunities.</td>
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<tr>
<td><strong>PROTECT THE ENVIRONMENT</strong></td>
<td>We believe in protecting the environment through innovative solutions and sustainable practices in the fashion and footwear industries.</td>
<td>We upcycle product donated by individuals, businesses, groups, and organizations to supply our programs focused on entrepreneurship, direct assistance, and disaster relief.</td>
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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.
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.

**SUSTAINABLE DEVELOPMENT GOALS**

As an organization, we have aligned our programs to focus on key outcomes of 8 of the UN’s Sustainable Development Goals.

**1. No Poverty**
- Eliminate extreme poverty; support livable wages for the working poor; increase social benefits; protect the poor in disaster and conflict zones.

**5. Gender Equality**
- End gender discrimination; end forced child marriage; increase inclusive leadership; secure reproductive rights; ensure pay equality.

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

**12. Responsible Consumption and Production**
- Use natural resources smartly; reduce food waste, harmful chemicals and consumption; apply sustainable practices in industry, at home and during travel.

**4. Quality Education**
- Make primary and secondary education equitable; increase literacy and skills development; increase pipeline and qualified teachers.

**8. Decent Work and Economic Growth**
- Accelerate job creation and entrepreneurship; promote labor rights; reduce unemployment; create opportunity for youth; increase access to banking; upgrade productivity and technology.

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

**17. Partnerships for the Goals**
- 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.

4EVERKID
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.
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.

HEALTH & WELL-BEING

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

EDUCATION

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

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

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

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

*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
- 97% experienced decreased foot illnesses and injuries
- 97% reported increased confidence

RELIEF
- 82% said new shoes were one of their biggest needs

EQUITY
- Focused on serving children & youth: 63%
- Focused on serving racial/ethnic minority populations: 70%
- Served more girls and women than other genders: 46%
- Served persons with disabilities: 40%

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

“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)
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.**

**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 were 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.

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.
“Wow, Mom, do you think I could maybe try going out for basketball this year now?”
– 14 year old boy from Wisconsin

“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

“These shoes mean I can walk to work again and not be embarrassed.”
– 15 year old boy from Middle TN

“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)

“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.

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  Nicaragua  Nigeria  Pakistan  Panama  Paraguay  Peru  Philippines  Poland  Romania  Russia  Spain  Tanzania  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.
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 Joplina  
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  
Centrepoint 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)  
CSTI 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  
Gladious 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 Wilkinson, Access to Success, Nigeria
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
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. Laced 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

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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: