

ANNUAL ~~REPORT~~

REFLECTION

(OUR SECOND YEAR OF)

*Instilling dignity
through household goods*





To our beloved DIG community -

We did it. Not only did we survive our first FULL calendar year... we kicked its butt.

This year has been an extraordinary year of community, challenges, and collaboration. As we continue to navigate the long-term effects of the COVID-19 pandemic, you - the DIG community - has continued to prioritize what's most important: **each other**. Together, we've carried heavy furniture, organized hundreds of bed sheets, laughed, cried, and laughed till we cried. We listened to hard stories and celebrated incredible triumphs. Most importantly, we helped each other accept the "humanness" in us all.

To me, the word "report" just didn't do it justice when I was pulling together DIG's year-end numbers. Reports? Yawn. This document is a reflection. It's a reflection of a living, breathing, growing community; a young nonprofit with **huge** potential.

I'm so proud of what we've been able to create together. We breathed new life into what it means to give and receive help. Our world is colorful, unique, fun, inviting, and warm*; it's everything we hope to emanate when providing service to our neighbors. **Finding a house is a critical accomplishment; building a home is something to celebrate.** Thank you, from the bottom of my heart, for helping families in our rural community feel at home this year. To more success, growth, and reflection!

Emily Gorski, Founder

*WRITING THIS IN THE WINTER. I CAN'T HELP BUT LAUGH AT THE IRONY OF THIS DESCRIPTION. IF YOU'VE VOLUNTEERED IN OUR WAREHOUSE. YOU'D UNDERSTAND. 🤔 🙄

BUT FIRST, OUR VALUES:

ABUNDANCE

CREATIVITY

HUMILITY

COMMITMENT

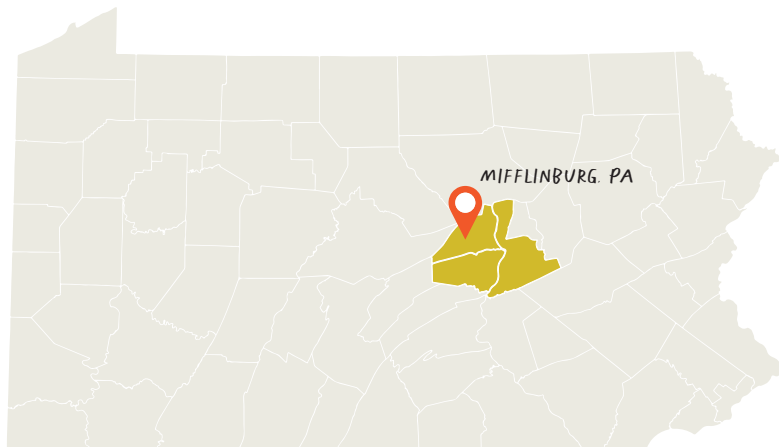
FUN

BELONGING

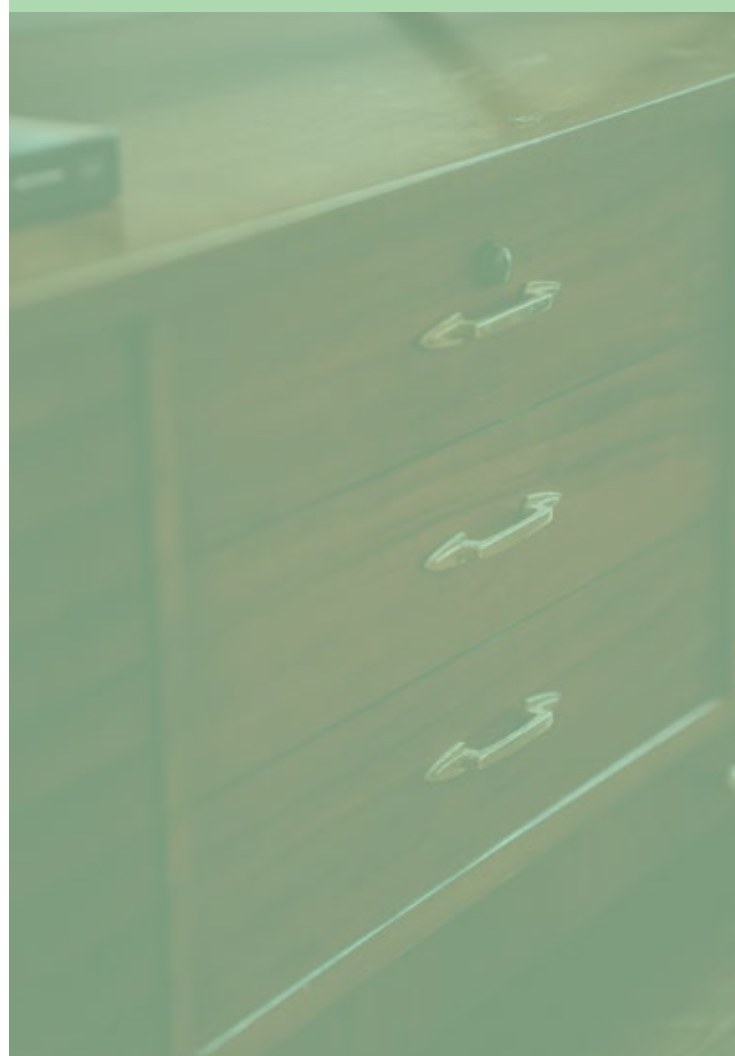
DIG Furniture Bank is a 501(c)3 nonprofit organization that serves rural Central Pennsylvania. We collect gently used furniture and household items from our community to furnish the homes of local families moving into housing after crisis. We are a much-needed solution for those in need of furniture - and those looking to get rid of furniture - in a resource-limited community.

We partner with local nonprofit and human service organizations that work with people who seek assistance. 100% of the people we provide furniture to are referred to us from this group of agencies, otherwise known as Referral Agencies.

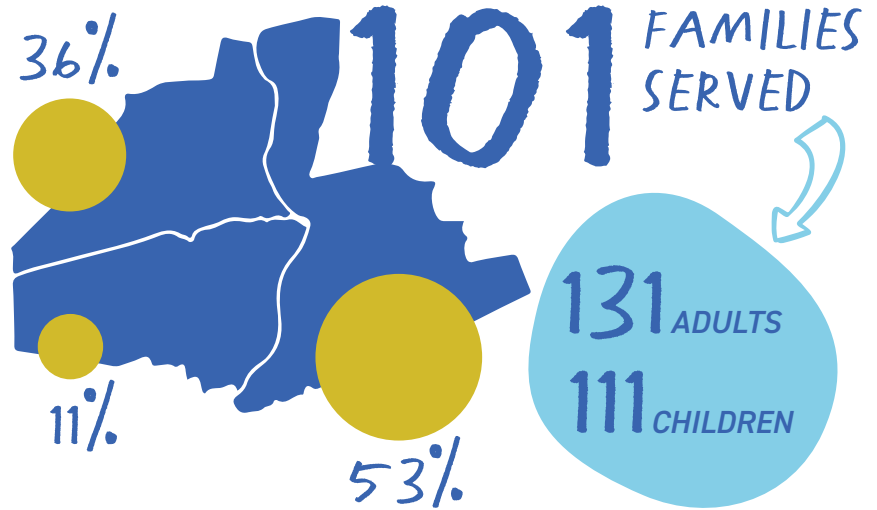
We're led by people who have been through it. We've seen the toll that the "system" can take on someone who has been through the unimaginable. We're intentional about providing quality service where everyone belongs while building up our neighbors through the celebratory process of building their home. **We understand that home serves as the platform people need to achieve a life of stability; we're here to provide that piece of the puzzle.**



WHO
WE
ARE



2021 STATS AT A GLANCE



TOP FIVE TOWNS SERVED:

1. LEWISBURG
2. SUNBURY
3. MIFFLINBURG
4. SHAMOKIN
5. MILTON

57%

REPORTED INCREASED
"FAMILY STABILITY" AS
THE BIGGEST POSITIVE
IMPACT OF HAVING
FURNISHINGS*



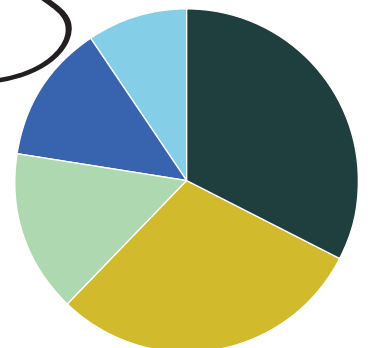
*OTHER TOP IMPACTS INCLUDE IMPROVED
SELF-ESTEEM, PHYSICAL HEALTH, STRESS,
SLEEP, AND MENTAL HEALTH

TOP FIVE MOST REQUESTED ITEMS:

1. BEDS
2. DRESSERS
3. MICROWAVES
4. DINING TABLES & CHAIRS
5. LINENS

TOP FIVE REASONS FOR NEEDING ASSISTANCE

- RELOCATION (22.7%)
- HOMELESSNESS (20.6%)
- DOMESTIC VIOLENCE (10.6%)
- HEALTH (9.2%)
- JOB LOSS (6.4%)



2021 HIGHLIGHTS

JAN



SNOW. SO MUCH SNOW.

FEB

MAR



CELEBRATED OUR 100TH DELIVERY RUN

APR



MOVED FROM THE BARN INTO OUR 1ST PUBLIC SPACE

MAY



GABBY JOINED THE TEAM AS OUR 1ST AMERICORPS MEMBER

WE ALSO BEGAN OUR HOUSEWARMING BASKET PROJECT. INSPIRED BY OUR FRIENDS AT GABLE HOUSE BAKERY!

JUL



MURAL INSTALLATION BY THE FABULOUS PAINT BY S

JUN

AUG



FIRST ANNUAL VOLUNTEER APPRECIATION BARN PARTY

WE ALSO CELEBRATED OUR ONE-YEAR ANNIVERSARY THROUGH OUR 1ST [VIRTUAL] FRESH START EVENT!

EXCEEDED OUR \$15,000 FUNDRAISING GOAL TO GET A DELIVERY TRUCK IN ONE MONTH!

SEPT

OCT



WE ALSO HOSTED OUR TEMPORARY POP UP SHOP! IT RAISED OVER \$1800 IN ONE MONTH!

NOV



GIFTED NINE NEW MATTRESSES IN TIME FOR THE HOLIDAYS

DEC



CLIENT TESTIMONIALS

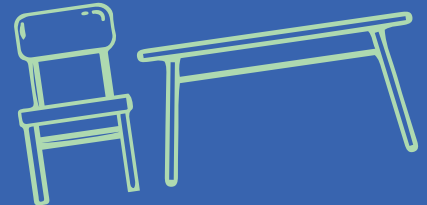
“ Thank you so much, you are all SO WONDERFUL!!! ”



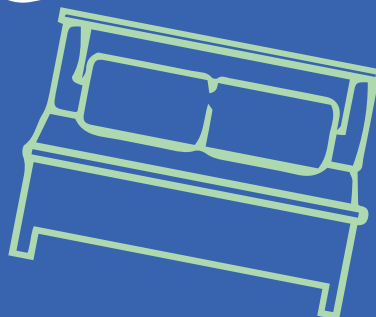
“ You have NO IDEA how these items have made a difference in our lives...along with the hundreds of items that you already brought us when we first relocated to Lewisburg a few months ago our house feels like a home more and more each day!!! And I have YOU to thank for that!! ”



“ I absolutely love DIG and so do my children ! Before DIG got me a real bed I hadn't sleep in a real bed in probably about two years. You honestly don't realize how much you miss it ..I would of done anything just to sleep in a real bed but now thanks to DIG I have my own and it's the most comfortable bed I have ever had ! Thanks again not just for the bed but for everything. ”



“ Everything went super quick and smooth, I came back from vacation and the following day they moved my love seat in. The workers are nice and very respectful. ”



FINANCIAL POSITION

INCOME

JANUARY 1 - DECEMBER 31, 2021

Corporate Donations	\$6,469
Foundation Grants	\$14,651
Individual Donations	\$26,183
Merchandise Sales & Other Income	\$916
Total Income.....	\$48,219

COST OF GOODS SOLD

Buy New Program	\$1,083
Good Night's Sleep Fund*	\$17,375

GROSS PROFIT **\$29,761**

EXPENSE

General Operating Expenses	\$7,038
Advertising & Fundraising	\$5,367
Personnel.....	\$5,125
Total Expenses	\$17,530

NET INCOME **\$12,231**

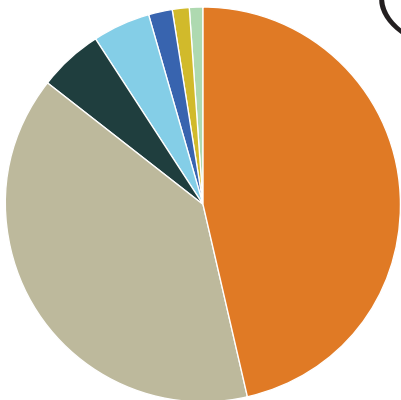
*WHAT IS THE GOOD NIGHT'S SLEEP FUND?

The Good Night's Sleep Fund is used to purchase brand new mattresses, bed frames, and pillows for families in need. Since DIG is currently a volunteer-operated organization with minimal operational expense, a significant portion of undesignated funds goes towards the purchases of beds.

FUNDRAISING SNAPSHOT

The following fundraising snapshot previews the total allocations of DIG's 2021 fundraising efforts.

- TRUCK CAMPAIGN (46.5%)
- GENERAL SUPPORT (39%)
- FRESH START 2021 (5.3%)
- GOOD NIGHT'S SLEEP FUND (4.7%)
- POP UP SHOP (2%)
- GIVINGTUESDAY (1.3%)
- MURAL CAMPAIGN (1.1%)



2021
FINAN-
CIALS

★ EXPANDING TO MILTON

That's right! DIG is expanding to better serve our clients thanks to a budding partnership with The Improved Milton Experience (TIME). We'll be opening up a storefront along S Front Street that will be for our clients to SHOP for THEMSELVES... FOR FREE! By adding this element of self-choice, our clients will not only have the opportunity to select items that reflect their families' values, styles, and needs, it will also give them an opportunity to have control over something as important as building their new home at a time when they likely haven't had control over anything at all. This partnership will also introduce new volunteer opportunities and a new system of operation for our Referral Agencies.

★ OUR DELIVERY TRUCK

We still can't quite get over the fact that you all help us raise over \$18,000 towards the purchase of a much-needed delivery truck in just ONE MONTH. We mean... wow. Now, it's time to find that perfect vehicle! With this addition to the DIG operations, we expect to increase our deliveries to at least once a day, which will increase the number of people we serve in 2022 by at least 50%!

★ SUPPORTING BUCKNELL'S SUSTAINABLE MOVE OUT

DIG will be amping up our efforts with Bucknell University to save student move out furniture and household items from the dumpsters and into the homes of our neighbors in need! We'll be parking our truck on campus

for the university's spring semester moveout to collect unwanted items from students to make their move out experience easier while reducing waste on campus. The collaboration is just one example of Bucknell's commitment to sustainability and community improvement.

★ INVENTORY TRACKING

If you've followed us in 2021, you likely could guess that getting donations has NOT been an issue for DIG in our first two years. We're so grateful for the in-flow of gorgeous items passed down to furnish our neighbors' homes. Now, it's time to add some inventory tracking processes to our operations! We'll be able to see what comes in, goes out, evaluate quality, and MORE.



THINGS
WE'RE
EXCITED
ABOUT
IN 2022!



ACKNOWLEDGEMENTS

BOARD OF DIRECTORS

Alicia Showers, Chair
Zach Kline, Vice Chair

Corey Tappan, Treasurer
Carly Klinger, Secretary

Michael Krout
Cathleen Stenglein

Emily Stotter

FINANCE COMMITTEE

Ellen Ruby

Joe Stenglein

Corey Tappan

FUNDRAISING COMMITTEE

Carly Klinger
Zach Stotter

Angie Palermo
Jacob Tomaszewski

Nicole Peterson

Alicia Showers

HOMEBUILDERS CLUB (SUSTAINING DONORS)

Sarah Brayda
Eleni Chappen
David Chilton
Kevin Fox

Emily & Nick Gorski
Zach Kline
Victoria Lisle
Anne McCabe

Andy Mrusko
Charlie Mrusko
Angie Palermo
Ellen Ruby

Sharon Smith
Cathleen Stenglein
Corey Tappan
Joanne Troutman



ACKNOWLEDGEMENTS #2

REFERRAL AGENCIES

- | | |
|---|--|
| American Red Cross | Northumberland County Children & Youth Services |
| AmeriHealth Caritas | Northumberland County Assistance Office |
| CareerLink | Nurse-Family Partnership |
| Caring Communities | PA Army National Guard |
| Central Susquehanna Opportunities, Inc. | Snyder County Children & Youth Services |
| CMSU (Columbia Montour Snyder Union) Behavioral Health Services | Snyder-Union Northumberland Habitat for Humanity |
| CSIU Early Head Start | St. John's UCC, Lewisburg |
| CSIU YES to the Future | St. Paul's United Church of Christ |
| CSIU WATCH Project | SUMMIT Early Learning |
| Darlene Garcia-Johnson LLC | Susquehanna Valley Mediation |
| Family Practice Center | Transitions of PA |
| Getting Ahead Foundation | Union County Assistance Office |
| Geisinger at Home | Union County Children & Youth Services |
| Greater Susquehanna Valley United Way | Union County Housing Authority |
| Haven Ministry | Union County Probation |
| Justice Works Youth Care | Union-Snyder Agency on Aging, Inc. |
| Mifflinburg Church of the Nazarene | Union-Snyder Community Action Agency |
| Milton Area School District | Veterans Multi-Service Center, Central PA |
| Northumberland County Area Agency on Aging | Warrior Run School District |
| Northumberland County Behavioral Health | |



ACKNOWLEDGEMENTS #3



(WE JUST LIKE SO MANY OF YOU!)

PROGRAM VOLUNTEERS

Linn Dorman	The Kraus Family	Karole Renninger	Dave & Lynn Whitten
Allison Embeck	Damon Lin	Cathleen & Joe Stenglein	Sue Yohn
Sue Goddard	Caroline Madigan	The Stotter Family	
Rachel Herman	Kellie & Brad Moyer	Barb Tedesco	
Zach Kline	Greg O'Neil	Jan Temple	
Carly Klinger	Nicole Peterson	Derick Weller	

BUSINESS, CHURCH, & FOUNDATION PARTNERS

45W	Care CPA LLC	Lewisburg Sunrise Rotary
Apfelbaum Kula, P.C.	Community Giving Foundation	Mifflinburg Bank & Trust
ARROW Land Solutions, LLC	Freebird Paperie	Mifflinburg Innovation Works
Art of Living Design	First Community Foundation of Pennsylvania	Mifflinburg Kiwanis
Born Too Late Tie Dyes	First Presbyterian Church	Sculptures Studio
Bucknell Freeman College of Management	Gable House Bakery	Selinsgrove Rotary
Buffalo Valley Wealth Plus	Lewisburg Sunset Rotary	St. John's UCC

...AND LAST BUT NEVER LEAST: GABBY HERMAN

Thank you for your love, passion, and dedication to DIG and our clients. You, friend, are a star! ★



DIG

