

2018-2019 ANNUAL REPORT



SHERIFFS RANCHES ENTERPRISES, INC.®

Post Office Box 2000
Boys Ranch, Florida 32064
1-800-338-0377
www.sre4kids.org

OUR HISTORY

Overview

Sheriffs Ranches Enterprises, Inc. is a 501(c)3 not for profit corporation which supports the operations of the Florida Sheriffs Youth Ranches. Sheriffs Ranches Enterprises receives gifts-in-kind (non-cash gifts), which are sold at one of the six thrift stores in the state of Florida, our vehicle sales lot or through internet sales. Proceeds from the sale of donated items provide support to the Florida Sheriffs Youth Ranches.

In addition, where possible and feasible, donated non-cash items are used in the youth programs. The Florida Sheriffs Youth Ranches is a non-profit charity providing services to children and families in the state of Florida, serving nearly 166,000 needy boys and girls since 1957.



Historical Perspective

When the Florida Sheriffs Boys Ranch was founded in 1957, non-cash gifts were a vital source of support. This support grew through the years and surplus items were disposed of through periodic auctions. As non-cash gifts continued to increase, it was decided to open thrift stores as an avenue to sell donated items. In February, 1987, the first store opened in Live Oak. Stores are currently located in Live Oak, Dunedin, Leesburg, Ocala, Homosassa and Spring Hill.



Thrift Store Live Oak Vehicle Sales Lot Attendant Greg Murray picks up a donated vehicle for transport to Live Oak. Newly donated vehicles are delivered to the Live Oak Vehicle Sales lot where they are detailed and prepared for sale. SRE Vehicle Sales is a licensed Florida Independent Auto Dealer.

Until 2005, the non-cash operations which benefit the boys and girls served by the Florida Sheriffs Youth Ranches were actually part of the Youth Ranches. In 2005, the Florida Sheriffs Youth Ranches Board of Directors decided to establish a separate legal entity to run the non-cash operations and Sheriffs Ranches Enterprises, Inc. (“SRE”) was formed.

By donating your non-cash gifts, you can help us serve Florida’s dependent and neglected children. Your gift of items such as clothing, appliances, jewelry, antiques, furniture, cars, trucks, boats and even campers can help make a difference in the life of a needy boy or girl! Sheriffs Ranches Enterprises is a 501(c)3 charitable organization and all donations are tax deductible as outlined by the Internal Revenue Service.

OUR MISSION

The mission of Sheriffs Ranches Enterprises is to provide financial support, goodwill and community involvement for the boys and girls served by the Florida Sheriffs Youth Ranches.



OUR VISION

Financial Support

Sheriffs Ranches Enterprises will be a primary source of financial support to the Florida Sheriffs Youth Ranches through effective acquisition, acceptance, marketing and sale of donated items.

Goodwill

Sheriffs Ranches Enterprises will create goodwill for the Florida Sheriffs Youth Ranches by providing exceptional donor and customer service.

When donors consider giving “non-cash” items, they think of Sheriffs Ranches Enterprises because of the prompt and courteous response, helpful attitude and professionalism of our staff. Every component of the gift process - from the inquiry by the donor, through the pick-up, receipt and grateful response, is a rewarding experience for the donor. Because of the positive experience of making a non-cash gift to the Sheriffs Ranches Enterprises, donors develop a direct giving relationship with the Florida Sheriffs Youth Ranches.

When customers think of shopping for a bargain, they think of Sheriffs Ranches Enterprises because of our clean, tidy stores; friendly, welcoming and professional staff; well-displayed merchandise and competitive prices. In addition to the thrift stores, customers

enjoy the same delightful shopping experience when purchasing items at our vehicle sales lot or through internet sales. Every component of the shopping experience is an enjoyable interaction for the customer.

Community Involvement

Sheriffs Ranches Enterprises will be an active and positive influence in the community by providing opportunities for individuals to help Florida’s needy boys and girls.

When individuals look for volunteer opportunities, they think of Sheriffs Ranches Enterprises because of their ability to contribute to the fulfillment of our mission. Volunteers enjoy a friendly and safe work environment where they can share or learn new skills. Through a positive volunteer relationship, they experience the joy of making a difference in the lives of the boys and girls served by the Florida Sheriffs Youth Ranches.

When prospective employees look for a job, they think of Sheriffs Ranches Enterprises because of our mission and our reputation as an excellent employer, which provides competitive pay and outstanding benefits, as well as the opportunity for professional development for each employee.

OUR VALUES



Shoppers at Thrift Store Spring Hill are greeted with a mural describing the mission of the Florida Sheriffs Youth Ranches and Sheriffs Ranches Enterprises featuring a historic image of the Boys Ranch entryway in Live Oak, Florida.

Reputation

Ensuring that positive public relations and community goodwill are created throughout the state of Florida by representing the Sheriffs of Florida and the Florida Sheriffs Youth Ranches in a manner of which we can be proud.

Character

Hiring, developing, promoting and rewarding service-oriented staff who exhibit positive character traits which further the mission, vision and values of the Sheriffs Ranches Enterprises.

Service to Donors

Ensuring donors are treated with promptness, courtesy and appreciation.

Customer “Delight”

Providing an enjoyable shopping experience to each and every customer.

The “Platinum Rule”

Treating people the way they want to be treated – with respect, consideration and prompt service.

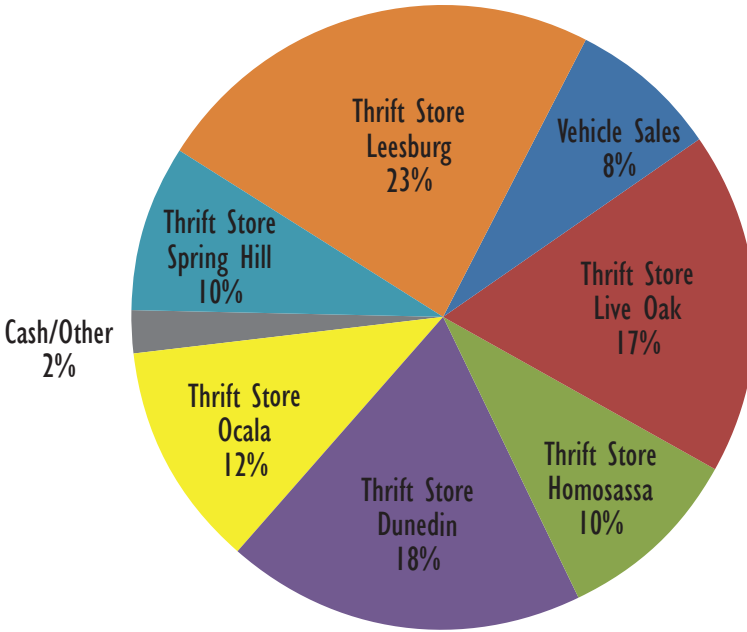
Commitment

Demonstrated every day through personal responsibility of doing the right thing at the right time for the right reasons.



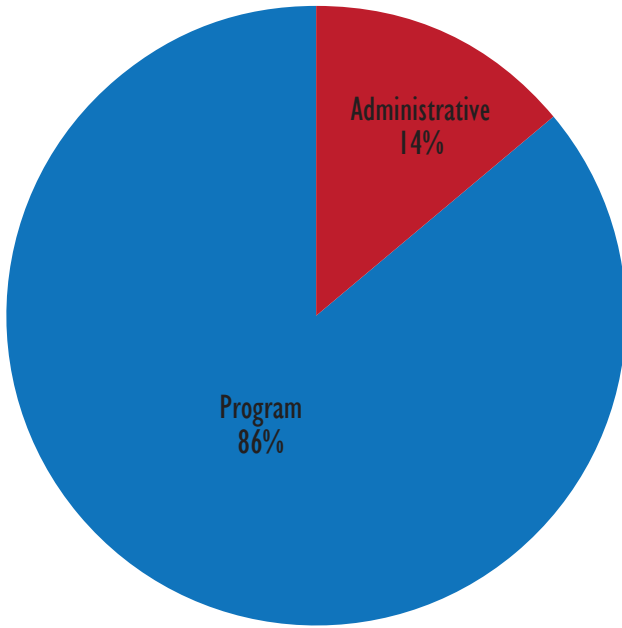
Household furniture on the floor at Thrift Store Dunedin.

REVENUE



| | | |
|--------------------------------------|----|-----------------------------------|
| Vehicle Sales | \$ | 343,537 |
| Thrift Store - Homosassa | \$ | 401,908 |
| Thrift Store - Dunedin | \$ | 761,043 |
| Thrift Store - Leesburg | \$ | 968,471 |
| Thrift Store - Live Oak | \$ | 719,049 |
| Thrift Store - Spring Hill | \$ | 391,339 |
| Thrift Store - Ocala | \$ | 482,876 |
| Cash Contributions and Other Revenue | \$ | <u>83,018</u> |
| Total Revenue | | <u><u>\$ 4,151,241</u></u> |

EXPENSES



| | |
|--|-------------------|
| Administrative/General and Development | \$ 563,757 |
| Vehicle Sales | \$ 112,048 |
| Thrift Store - Homosassa | \$ 425,807 |
| Thrift Store - Dunedin | \$ 525,716 |
| Thrift Store - Leesburg | \$ 426,821 |
| Thrift Store - Live Oak | \$ 465,708 |
| Thrift Store - Spring Hill | \$ 407,604 |
| Thrift Store - Ocala | \$ 440,782 |
| Total Support to FSyr | <u>\$ 568,306</u> |

Total Expenses \$ 3,936,549

YOUTH SERVICE STATISTICS

The mission of Sheriffs Ranches Enterprises is to provide financial support, goodwill and community involvement for the boys and girls served by the Florida Sheriffs Youth Ranches. In fiscal year 2018-2019, the transfers of support to the Florida Sheriffs Youth Ranches:

| | |
|------------------|----------------------|
| \$550,000 | Cash Gifts |
| \$18,306 | Gifts In-Kind |
| \$568,306 | Total Support |

Florida Sheriffs Youth Ranches Youth Services Statistics Fiscal Year 2018-2019

| | |
|---|------------------|
| Youth Served in Residential Services | 190 |
| Total Served in Community-Based Services | 232 |
| Total Youth Served through Camping Programs | 5,729 |
| Average Age of Youth in Residence | 14 years |
| Average Length of Stay in Residence | 14 months |
| Youth Served in On-Campus Learning Centers | 93 |
| Youth on A/B Honor Roll | 50 |
| Youth on College Scholarship | 13 |
| Youth Volunteering in Community | 75 |
| Total Cases Opened Since 1957 | 165,927 |

HUMAN RESOURCES

Sheriffs Ranches Enterprises continues to rely heavily on our volunteers who generously donate their time in our Thrift Stores. Volunteers perform a variety of vital tasks, including restocking shelves, sorting donated merchandise, hanging clothes, checking electronics and many other tasks. In fiscal year 2018-2019, we were very blessed with 35,758 hours of volunteer service performed by our terrific volunteers.

In addition to volunteers, the following are budgeted paid positions (including full time and part time):

| | |
|---|------------------|
| Administrative/Development | 4 |
| Vehicle & Internet Sales | 2 |
| Thrift Store – Homosassa | 9 |
| Thrift Store – Dunedin | 9 |
| Thrift Store – Leesburg | 10 |
| Thrift Store – Live Oak | 14 |
| Thrift Store – Spring Hill | 10 |
| Thrift Store – Ocala | <u>10</u> |
| Total paid positions (full time & part time) | <u>68</u> |



Volunteers sort through clothes at the Leesburg Thrift Store.

VEHICLE AND INTERNET SALES



Vehicle Sales

In October 2008, Sheriffs Ranches Enterprises opened a Vehicle Sales Lot in Live Oak. This avenue for selling donated vehicles and farm equipment has proven successful with sales revenue of \$343,537 for fiscal year 2018-2019.

Internet Sales

The sale of donated items through the internet continues to be an excellent way to sell collectible and unique items. Look for us on eBay! We are a top-rated seller! Since inception SRE eBAY has reached \$1 million in sales.

Check out our website at
www.sre4kids.org!

2018-2019 BOARD OF DIRECTORS

Sheriff Billy Woods

*Chairman
Marion County*

Mr. Tim Templeton

*Vice Chairman
Leon County*

Mrs. Stephanie McClendon

Suwannee County

Sheriff Mike Prendergast

*Secretary/Treasurer
Citrus County*

Mrs. Julie Peluso

Pinellas County

Mr. Travis Henry

Suwannee County

This report is a summary of our financial activity for fiscal year ending September 30, 2019. A complete audit prepared by Batts, Morrison, Wales and Lee, Certified Public Accountants, Orlando, Florida is also available. The audit was conducted in accordance with auditing standards generally accepted in the United States of America.

**For a copy of the complete audit, contact:
Bill Frye, President**

**Sheriffs Ranches Enterprises, Inc.
P.O. Box 2000
Boys Ranch, FL 32064
(386) 842-5501 ~ (800) 338-0377
Fax (386) 842-2429
www.sre4kids.org**

REQUIRED DISCLOSURE INFORMATION

Florida - "A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE WITHIN THE STATE OF FLORIDA, 1-800-HELP-FLA. REGISTRATION DOES NOT IMPLY ENDORSEMENT APPROVAL OR RECOMMENDATION BY THE STATE." Sheriffs Ranches Enterprises registration number is CH20347.

SHERIFFS RANCHES ENTERPRISES, INC.®

www.sre4kids.org

PRESIDENT

Bill Frye

PO Box 2000 ~ Boys Ranch, FL 32064 ~ (800) 338-0377

Vice President Operations.....Mark Davis

Director of Operations - SRE.....Mike Smith

SRE Thrift Store – Live Oak..... (386) 364-7700

Vehicle Sales Lot (386) 364-5954

9291 97th Lane ★ Live Oak, FL 32060

SRE Thrift Store – Homosassa..... (352) 503-9826

3802 South Suncoast Blvd. ★ Homosassa, FL 34448

SRE Thrift Store – Dunedin..... (727) 736-2527

2622 Bayshore Blvd. ★ Dunedin, FL 34698

SRE Thrift Store – Spring Hill..... (352) 515-1438

1430 Pinehurst Dr. ★ Spring Hill, FL 34606

SRE Thrift Store – Leesburg..... (352) 787-0633

27900 US Highway 27, Suite 115 ★ Leesburg, FL 34748

SRE Thrift Store – Ocala..... (352) 857-8060

8585 SW Highway 200, Suite 15C ★ Ocala, FL 34481



SUPPORTING THE



Florida Sheriffs Youth Ranches, Inc.®

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Mending Lives, Healing Hearts®