

2021-2022 ANNUAL REPORT



SHERIFFS RANCHES ENTERPRISES, INC.®

P.O. 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 over 177,000 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 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

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 we can be proud of.

Character

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

Service to Donors

Ensuring donors are treated with promptness, courtesy and appreciation.



Our volunteers are a big part of Sheriffs Ranches Enterprises. The volunteer program at our thrift stores gives us a chance to connect with our communities and offer a way to give back.



We are dedicated to providing an enjoyable shopping experience through both the products we sell and a positive customer service experience!

Customer “Delight”

Providing an enjoyable shopping experience to each and every customer.

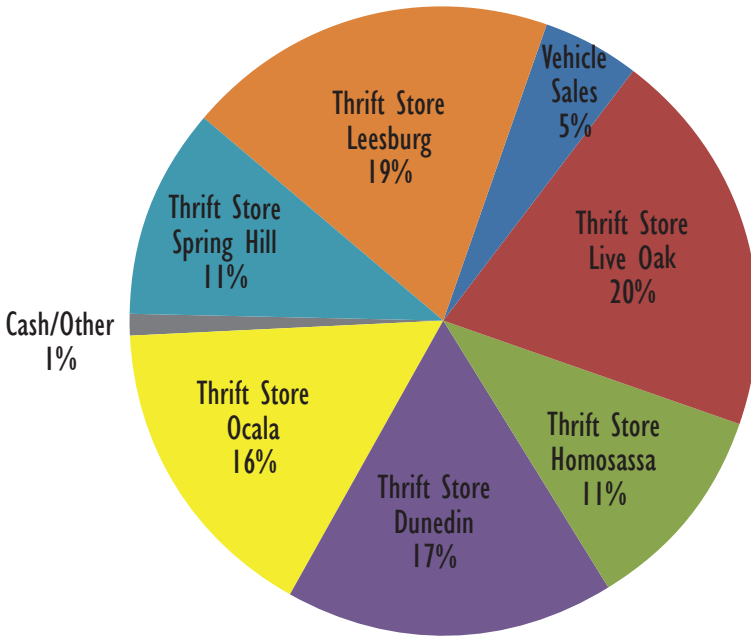
The “Platinum Rule”

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

Commitment

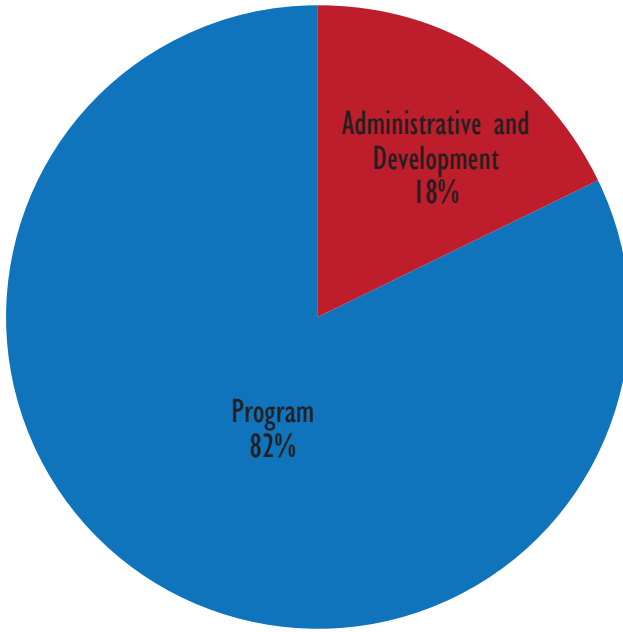
Demonstrated every day through personal responsibility of doing the right thing at the right time for the right reasons.

SALES REVENUE



Vehicle Sales	\$ 219,746
Thrift Store - Homosassa	\$ 440,423
Thrift Store - Dunedin	\$ 675,786
Thrift Store - Leesburg	\$ 756,531
Thrift Store - Live Oak	\$ 805,692
Thrift Store - Spring Hill	\$ 455,082
Thrift Store - Ocala	\$ 655,635
Cash Contributions and Other Revenue	\$ 59,298
Total Support and Revenue	<u><u>\$ 4,068,193</u></u>

EXPENSES



Administrative/General and Development	\$ 758,785
Vehicle Sales	\$ 73,000
Thrift Store - Homosassa	\$ 385,373
Thrift Store - Dunedin	\$ 513,355
Thrift Store - Leesburg	\$ 432,622
Thrift Store - Live Oak	\$ 511,249
Thrift Store - Spring Hill	\$ 456,678
Thrift Store - Ocala	\$ 442,674
Total Support to FSyr	<u>\$ 588,427</u>

Total Expenses \$ 4,162,163

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 2021-2022, the transfers of support to the Florida Sheriffs Youth Ranches:

\$585,194	Cash Gifts
\$3,233	Gifts In-Kind
\$588,427	Total Support

Florida Sheriffs Youth Ranches Youth Services Statistics Fiscal Year 2021-2022

Youth Served in Residential Services.....	103
Total Served in Community-Based Services	157
Total Youth Served through Camping Programs	3,787
Average Age of Youth in Residence	12 years
Average Length of Stay in Residence.....	1.5 years
Youth Served at Donald Ralph Cooke School	60
Youth on A/B Honor Roll.....	23
Youth on College Scholarship	25
Youth Volunteering in Community	28
Total Cases Opened Since 1957.....	177,272

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 2021-2022, we were very blessed with 25,242 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	5
Vehicle & Internet Sales	2
Thrift Store – Homosassa	9
Thrift Store – Dunedin	10
Thrift Store – Leesburg	10
Thrift Store – Live Oak	13
Thrift Store – Spring Hill	9
Thrift Store – Ocala	<u>10</u>
Total paid positions (full time & part time)	<u><u>68</u></u>



An employee at the Spring Hill Thrift Store organizes and arranges clothes on a rack.

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 \$219,746 for fiscal year 2021-2022.

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! Since inception, SRE eBAY has reached \$1 million in sales.

Check out our website at
www.sre4kids.org!

2021-2022 BOARD OF DIRECTORS

Sheriff Mike Prendergast

*Chairman
Citrus County*

Mr. John Burley

*Secretary/Treasurer
Suwannee County*

Mr. Tim Templeton

*Vice Chairman
Leon County*

Sheriff Al Nienhuis

Hernando County

Mrs. Stephanie McClendon

Suwannee County

Mr. Skip Bryan

Sumter County

This report is a summary of our financial activity for fiscal year ending September 30, 2022. A complete audit prepared by Batts Morrison Wales & 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.®

Mending Lives, Healing Hearts®