



OVERFLOW
 Thrift Store
 Give • Shop • Serve

A **community** effort to **care** for **people** in need, locally and globally, through **recycling** and **reselling** clean, affordable goods

2024 Annual Report

Celebrating 10 Years!

And God is able to make all grace overflow to you, so that in every way, always having everything you need, you may excel in every good work.

2 Corinthians 9:8



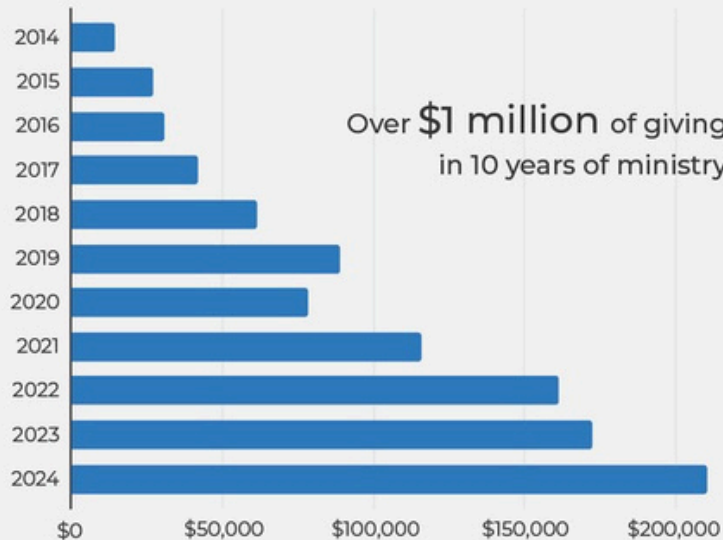
Overflow exists...

to transform the abundance God brings us into care for our community. Since we began over 10 years ago, we have given more than \$1,000,000 to organizations serving in Iowa and around the world.

Our Partners in Central Iowa and Across the World



Overflow Giving Since 2014



In 2024, we celebrated 10 years of blessings!

In 2013 - 2024

Through God's providence, Tami Hicks, Mike Sulc and Cathy Twito were brought together through their own unique journeys to create the new Overflow Thrift Store ministry in Ames



Video "Overflow Beginnings"



In 2014

Open first Overflow Thrift Store at 202 S Duff



In 2016

Begin Overflow's eBay online store



In 2017

Receive gift of a truck for furniture donations and material transport



In 2019

Celebrate Overflow's 5th year anniversary!

And God is able to make all grace overflow, so that in every way, always having everything you need, you may excel in every good work. [2 Corinthians 9:8]



In 2020

Open second store at 125 Kitty Hawk Overflow Furniture & More



In 2021 - 2023

Increase sales and charitable giving
Expand volunteers, board, and hours & days of service



In 2024

Open new store at 919 E Lincoln Way

Celebrate Overflow's 10th year anniversary!

Surpass \$1 Million in total charitable giving

In 2025 & Beyond

Collaborate with the community to help grow ministry partners and launch new stores

Let your steadfast love, O LORD, be upon us, even as we hope in you. [Psalm 33:22]





We are grateful for...

a family of dedicated volunteers -
more than 150 volunteers serving nearly 14,000 hours in 2024



In 2024, Overflow continued monthly recognitions for Volunteer of the Month. Thank you Peggy Deiter, Doug Carroll, Sharie Shupp, Scott Thompson, Janet Olson, Paul Ertz, Kim Swanson, Sona Cornelis, Nancy Sundberg, Natalie Haverdink, Marilyn Devick, and Holly Kellogg for your service!



We are thankful for these and other volunteers who provided over 250 hours of service in 2023: Kala Hill, Bill & Carolyn Holt, Shari King, Wendy Newton, and Diane & Don Ruyle,.

We are humbled by the commitment of ALL our volunteers to the Overflow ministry!



Overflow Year in Review

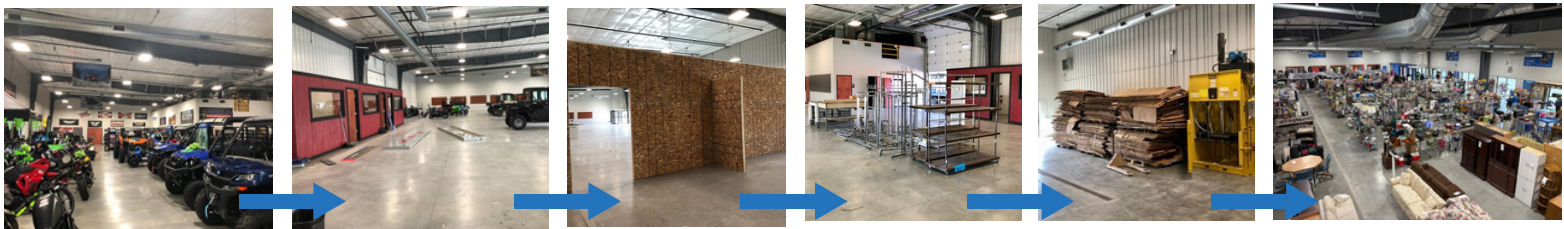
2024 Highlights

- Celebrated 10 years of ministry with a festival & picnic in July
- Held our 2nd Annual Thrift Store Crawl with other local thrift and consignment stores
- Initiated a new Ministry & Volunteer Board Committee to guide Overflow's charitable giving program
- Received grant funding from Chevron/REG, Story County Community Foundation, and the Noon Rotary Club of Ames
- Recruited Amanda Dewein as the new Operations Director for 919 E Lincoln Way
- Welcomed new Board member, Kim Schwartz
- Featured in articles in Traction through the Ames Alliance and the ISU Daily
- Sold and cleaned out our warehouse (whew!)
- Achieved recognition as Best Thrift Store in Story County
- Helped participants in the Ames Library's Pub Fiction Crawl with creative costuming



The LORD has done great things for us; we are glad!
[Psalm 126:3]

In 2024, God blessed Overflow with a new building at 919 E Lincoln Way. With the help of the community, the building transformed and we celebrated our grand opening on May 4, 2024.



We are grateful for the support of families, churches and businesses who contributed to Overflow's mission and the new building, including these major donors: Ascension Lutheran Church, Avila Bank Foundation, Century21 Signature Real Estate, Chevron/REG, Completely Kitchens, Cornerstone Church, Cyclone Contracting, Draintech / Mike Badger, Tedd & Marilyn Devick, Aaron & Joy Fopma, Kevin & Kathy Geis, Scott & Erin German, Mike & Julie Greenfield, Lyle & Miriam Greenfield, Steve Hauschilt, Mike & Natalie Haverdink, Haverkamp Group, Chris & Tami Hicks, Lakeside Contractors, Larry & Beth Lenning, Brad & Joyce Moeckley, Munn Lumber, Steve & Janet Olson, Pew Charitable Trust, Dr. Barbara Read, RES Properties, Mike & Sharie Shupp, Wayne & Breta Stewart, Stonebrook Church, Mike & Julie Sulc, Dave & Sandy Swanson, Matt & Kim Swanson, Merrill & Jean Swanson, Thrivent Financial, Chuck & Deb Winkelblack

2024 By The Numbers



Total Transactions: 91,068 (+29%)

Total Items Sold: 386,580 (+23%)

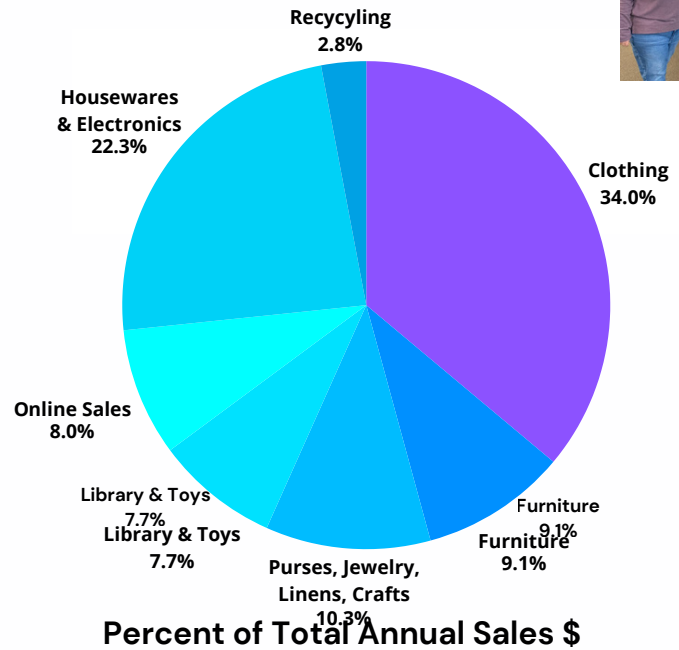
Average Sale: \$15.78 (+7%)

Average cost per item sold:
\$3.72 (+12%)

Average cost of:

- A piece of clothing = \$4.18
- A piece of furniture = \$37.13
- A pair of shoes = \$7.47

(compared to 2023)



2024 Total Income: \$1,580,970
41% increase in total income over 2023!



Recycling

- Overflow sold 2,175 items through its Ebay store in 2024 – **a 37% increase over 2023**
- Ebay sales resulted in \$126,155 in revenue for Overflow’s ministry in 2024– **a 69% increase over 2023**

- Saved over 600,000 pounds of material from the landfill in 2024
- Sent recycling to wholesalers a record six times in 2024 and earned over \$43,000 in recycling revenue – **a 44% increase over 2023**

Looking ahead to our new partnership with The Well



Serving the Ames-Boone Region
TIMELINE

Spring 2025 - Open Ames Resource Center

Late 2025 - Begin Programs

2026 - Begin Well Works and planning for Boone Resource Center

The Well Model



Our Leadership Team



TAMI HICKS
Founder & Board
President



MIKE SULC
Founder & Board
Secretary



MATT SWANSON
Board Member &
Treasurer



MIKE HAVERDINK
Board Member &
Board Vice President



MIKE SHUPP
Board Member



KEVIN GEIS
Board Member



AARON FOPMA
Board Member



MARNIE JOHANSEN
Board Member



KIM SCHWARTZ
Board Member



SANDY SWANSON
Managing Director



JAMES CHIDISTER
Sr Operations Dir



PATTY MOHR
Operations Director



AMANDA DEWEIN
Operations Director



OVERFLOW
Thrift Store
Give • Shop • Serve

Overflow exists to **transform**
the abundance **God** brings us
into **care** for our **community**

How can you engage with Overflow?

GIVE

- Donate secondhand items at both Overflow locations
- Sign-up for a furniture pick-up
- Donate to Overflow's capital campaign so we can expand our giving to those in need in our community and beyond
- Partner with Overflow on a Thrivent Action Team grant

overflowthriftstore.org/give

SHOP

- Shop weekly at our stores
- Follow us on Instagram and Facebook to stay connected
- Tell your friends and family about Overflow
- Shop our Ebay store

overflowthriftstore.org/shop

SERVE

- Volunteer on an occasional or regular basis - sign-up for shifts online around your schedule
- Share the Overflow story with friends, at your workplace, or at your church -
overflowthriftstore.org/about
- Invite a friend to join you as a regular volunteer

overflowthriftstore.org/serve

And God is able to make all grace overflow to you, so that in every way, always having everything you need, you may excel in every good work.

2 Corinthians 9:8

Overflow exists...

to transform the abundance God brings us into care for our community. Since we began almost 12 years ago, we have given more than \$1,300,000 to organizations serving in Iowa and around the world.

Our Partners in Central Iowa and Across the World



Martha's House of Hope

Tiffany's story is one of bravery and perseverance. A former addict, Tiffany took advantage of the many resources provided by Martha's House of Hope, from parenting classes to financial literacy courses and job training programs. She obtained full-time employment, using her income to pay for her own apartment that she was able to furnish with the help of Overflow. In July, Tiffany gave birth to a beautiful baby girl named Cherish. Tiffany's journey serves as a reminder that with the right support, such as the support of Overflow, anyone can turn their life around. She is a shining example of what can be achieved with hard work and determination, and we are proud to have been a part of her journey and are so thankful for Overflow's support!