



EXCLUSIVE TEES

CUSTOM SCREEN PRINTING THAT CHANGES LIVES

FY18 Annual Report

ABOUT OUR SOCIAL ENTERPRISE



We're in the skills-building business.

Exclusive Tees employs young men ages 16-19 to work as a team to fulfill custom screen printing orders. This real-world work experience allows them to gain workplace skills, build self-confidence, and set goals for success before transitioning into mainstream employment.

The Exclusive Tees shops have been a place for youth to come, put aside differences, and work together toward the goal of completing an order. Work is hands-on and fast-paced. Youth see a finished product in a short amount of time, allowing them to recognize the value of their efforts and to be proud of them.



Youth Growth

Program staff saw increased mastery in each of the soft skills below on a scale from 1-5 in FY18.

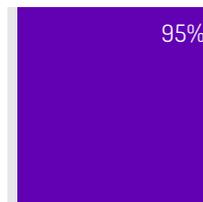
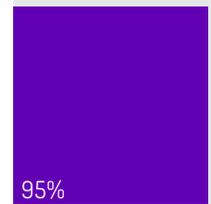
Skill	Beginning	After 3 Months
Initiative	3.6	4.6
Dependability	3.9	4.8
Communication	3.9	4.0
Collaboration	3.7	3.8

"I REACHED A MILESTONE... I LEARN QUICKLY AND COULD WORK WITHOUT HAVING TO BE REMINDED WHAT TO DO."

- YOUTH PARTICIPANT

- +YOUTH MAKE MINIMUM WAGE: \$11/HR IN THE STATE OF MA
- +HAND HELD INTRO AND SUPPORT WITH I-9 AND TAX FORMS
- +SET UP BANK ACCOUNT AND DIRECT DEPOSIT
- +RECEIVE FORMAL EVALUATION AND PROFESSIONAL REFERENCES

INCREASE IN YOUTH SERVED



YOUTH SATISFACTION

- +FACILITATE PEER MENTORING AND INSTRUCTION
- +EARN NATIONALLY-RECOGNIZED SILK SCREEN CERTIFICATION



We give youth formalized feedback about their technical skills and we focus on the development of four main soft skills: initiative, dependability, communication, and collaboration.

Staff see increased maturity, as well as inter- and intrapersonal growth,

with youth on a regular basis during and after their participation in the silk screen program.

Youth report a peak in communication and collaboration early on in their participation.

Youth participating for a longer period of time see a greater soft skill change.



YOUR ORDERS MAKE OUR YOUTH SUCCESSFUL



Marketing and Sales

Exclusive Tees is guided by customer orders, so that real-world scenarios guide learning experiences. The success of our business ensures that our shops have a high volume of work for youth to experience the demands of the workplace.

We receive orders from a wide variety of supporters, including non-profits, businesses, churches, and individuals. Most of these customers place multiple and/or sizeable orders.



Our largest order in FY18 was for 1,600 t-shirts for the Girl Scouts of Central and Western Massachusetts. The t-shirts outfitted all summer campers and staff.



Packages were shipped all over the United States, including South Dakota, California, and Florida. Sioux YMCA in South Dakota found us via Facebook.

INCREASE IN SALES

\$55,186.48

17%



We appreciate the following organizations and individuals that placed high-volume orders in FY18.

Bikes Not Bombs	Greenfield Public Schools
Center for Human Development (CHD)	Katisha Woods-Johnson
Community Action	Resilient Coders
Department of Youth Services	Sioux YMCA
Girl Scouts of Central and Western Massachusetts	



Online Stores

Using an online sales platform, Exclusive Tees successfully partnered with four Massachusetts businesses to host online storefronts.

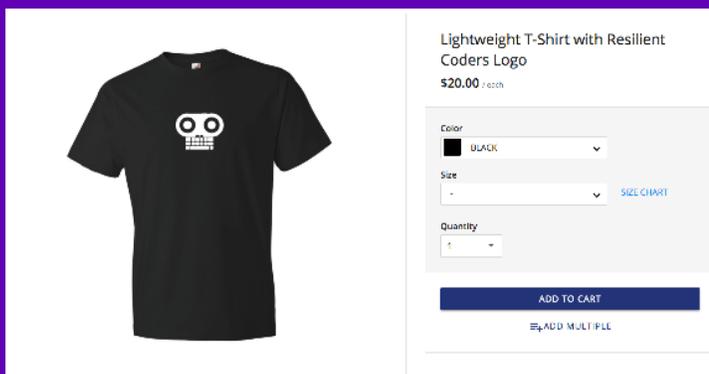
These storefronts feature branded garments and bags that the businesses' customers can view and purchase online.

This endeavor yielded an extra \$1,000 in sales in FY18 and helps ensure the shops have consistent orders that other businesses market for on our behalf.

Thanks to:

- Resilient Coders
- LaunchX
- Eidetic Bellydance
- Global Youth Justice

A screenshot of Resilient Coders' Online Store



To learn more about us or place an order, visit www.exclusivetees.org
email exclusivetees@commcorp.org
or [check us out on Facebook](#)