

# ANNUAL REPORT

## 2025 - 2026

# Trustee

FEEL THE HEAT, LOVE THE COMFORT.



**Junior  
Achievement™**  
of Central Ohio

**COY**

JA Company  
of the Year  
Competition

# EXECUTIVE Summary

## The Problem

Many individuals undergoing chemotherapy experience extreme cold sensitivity, making everyday comfort difficult. At the same time, consumers are looking for products that are both functional and stylish, without the high price tag of existing heated wearables.



FEEL THE HEAT, LOVE THE COMFORT.

## Mission:

Toastee is about providing warmth, comfort, and care to everyone—from everyday users to those undergoing chemotherapy—while giving back by donating one Toastee for every ten sold to Summa Health.

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## The Solution

A heated hoodie that combines the comfort of a blanket with the convenience of wearable mobility. It keeps users warm anywhere—whether they're relaxing at home, attending outdoor events, or undergoing medical treatment. This product offers an easy, portable way to stay comfortable in any situation.

## Financial Snapshot:

- 78 Toastees sold
- \$3900+ in sales
- \$5500+ in revenue
- Donated \$500 worth of Tosteess

# Meet The Team

CEO



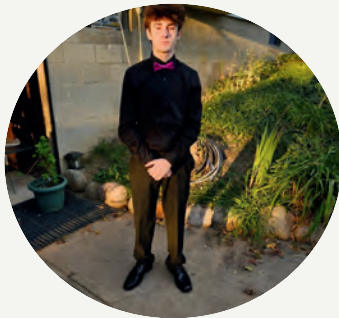
LILY SAVCIC

COO



HAYDEN CROYLE

SUPPLY CHAIN



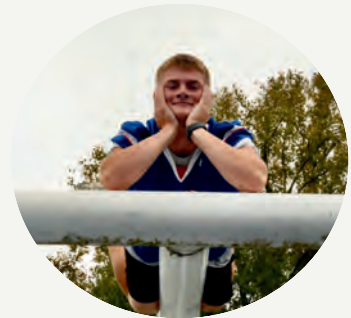
SOTIRIOS GEORGAKOPOULOS

CFO



BRADY SOMMERS

TECHNOLOGY



LUKE GLASGO

MARKETING MANAGERS



MICHAELA SLAYMAN



SADIE GREEN

SALES



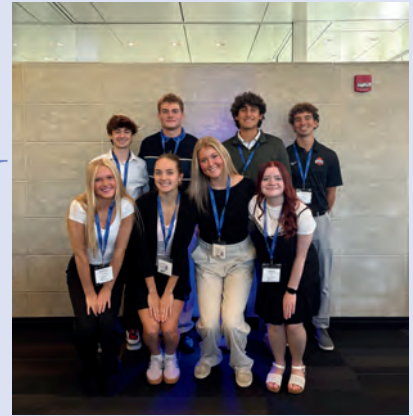
ZAK OSTAPOWICZ

TEACHERS:  
AJA TOMPOT  
ANDREA CHAVEZ

VOLUNTEERS:  
PETER HUSTED  
GROFF SCHMIDT  
RYAN TOMPOT  
ALAN CHAVEZ

SCHOOL:  
LAKE MIDDLE/HIGH  
SCHOOL

# LEADERSHIP & ORGANIZATION



## STRUCTURE

- Operates under a horizontal organizational structure
- Encourages open communication and collaboration
- Promotes shared responsibility among team members
- Allows everyone to contribute ideas and problem-solve efficiently
- Supports teamwork toward common goals
- Fewer management levels increase independence
- Team members work closely to build strong relationships
- Roles are assigned based on individual strengths
- Each member contributes in a meaningful way

## DELEGATION OF DUTIES

CEO - Leads the company, sets goals, and makes major decisions about direction and growth

COO - Oversee daily operations and makes sure everything runs smoothly

CFO - Manages finances, budgeting, and tracks profits and expenses

Sales - Works directly with customers to sell the product, increase revenue, and develops sales strategies.

Marketing - Promotes the product, builds brand awareness, and attracts customers.

Supply Chain - Identify suppliers and negotiate to get quality materials at the most cost-effective prices.

Technology - Supports website and technical operations

## OPTIMIZING TEAM OPERATIONS

- Implemented operational improvements to support business growth
- Enhanced heating functionality to improve product performance
- Increased reliability and quality of portable chargers
- Streamlined production processes for greater efficiency
- Adjusted and redistributed team responsibilities during transitions
- Successfully scaled operations while maintaining product quality and team performance

## MOTIVATION

- As CEO, focused on maintaining productivity and team morale
- Created a structured yet supportive work environment
- Implemented daily agendas to keep the team organized and on task
- Established clear role expectations for accountability
- Emphasized strong communication and teamwork
- Ensured each member understood their impact on company success
- Recognized individual efforts to motivate the team
- Helped build a positive and productive team culture

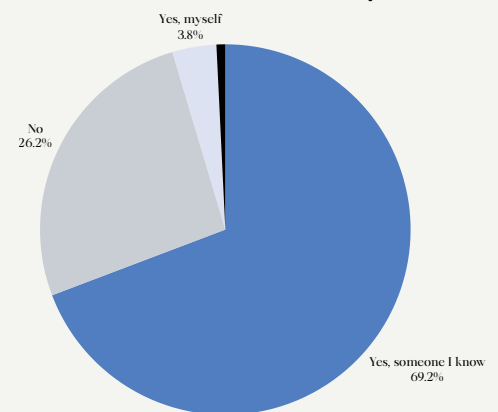
# INNOVATION PROCESS DISCOVERY

## THE PROBLEM

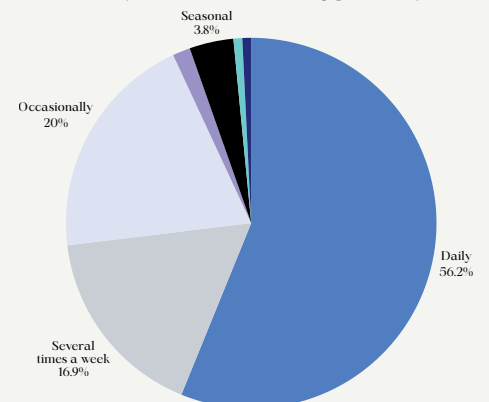
- Many team members have personal connections to individuals affected by cancer and chemotherapy
- Observed challenges such as weight loss, constant coldness, and emotional strain
- Identified a need for greater comfort and warmth during treatment
- Collaborated to create a solution: Toastee
- Developed toastee to provide consistent warmth and comfort
- Included an optional portable charger to power heating technology in colder environments

## OUR SURVEY RESULTS:

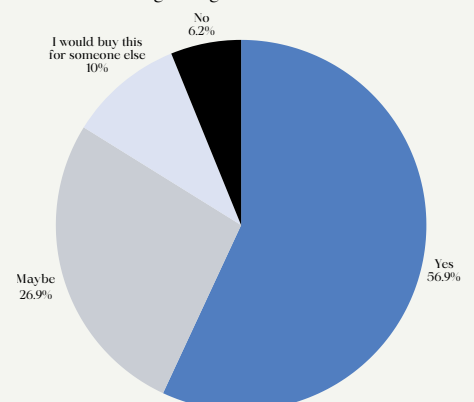
Have you or someone you know undergone chemotherapy, had cancer, or has had treatment that causes cold sensitivity?



How often do you use warmth or comfort based items (blankets, robes, heating pads, etc.)?



Would you be interested in a robe/hoodie that is lightweight and warm?



## PRODUCT DESIGN AND TESTING

- Strong personal connections to individuals affected by cancer and chemotherapy
- Recognized challenges including weight loss, constant coldness, and emotional strain
- Identified a need for increased comfort and warmth during treatment
- Developed a solution: Toastee
- Sourced the Toastee to deliver consistent warmth and comfort
- Designed/made add-on cancer ribbon patches in multiple different colors
- Offered an optional portable charger to maintain heat in colder environments

# INNOVATION PROCESS MARKET ANALYSIS



## WHAT MAKES US DIFFERENT:

- Most competitors sell their heated hoodies \$100 +
- Competitors products usually have little to no customization products
- Toastee starts at a base price of \$50, which is less than half than those on Amazon



## UNIQUE VALUE PROPOSITION:

- Keeps cancer patients warm and comfortable during chemotherapy
- Toastees are customizable with meaningful cancer awareness patches
- Designed for everyone - perfect for outdoor or indoor use

## UNFAIR ADVANTAGE:

- Offers affordable pricing starting around \$50, lower than competitors
- Provides strong customization options  
Focuses on a meaningful social impact (supporting cancer patients)(patches, designs, personalization)



# INNOVATION PROCESS

## PRODUCT OVERVIEW



Base Toastee:  
\$49.99

Toastee w/  
cancer patch:  
\$54.99



Lake Toastee:  
\$64.99

Portable  
Charger:  
\$14.99



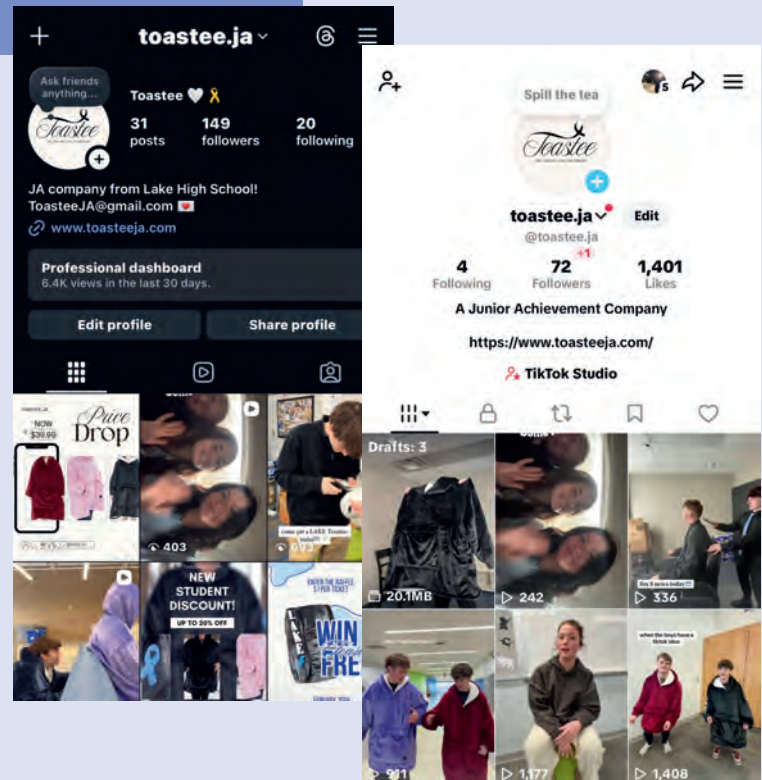
Adjustable heat settings allow you to choose your ideal comfort level—low, medium, or high—depending on how warm you want to be. A built-in plug inside the front pocket connects to a portable charger (sold separately), powering the heating elements and providing consistent warmth wherever you go.



# CUSTOMER ELEMENTS

## TARGET MARKET:

- Our targeted customers include people undergoing chemotherapy and those with cold sensitivity
- Also designed for general consumers who want comfort and warmth
- Appeals to all ages, including children, teens, adults, and the elderly



## CHANNELS:

- Use social media (Instagram & TikTok) with 27,000+ reach
- Customers purchase directly through the website
- Promote through discounts, student deals, and holiday specials
- Participate in community events and expos
- Featured on New Day Cleveland (Fox 8 News)
- Build customer connections through email lists and tracking forms

# BUSINESS PERFORMANCE

32.8%

Gross Profit  
Margin

27.2%

Net Profit  
Margin

## REVENUE STREAMS

Our business had three main revenue streams. The largest was product sales, which brought in \$3,937.47. Our second stream was fundraising, donations, and sponsorships, totaling \$1,349.79. Finally, we earned a \$250 prize from the local Stark Tank competition. These combined revenue streams provided the funds necessary to cover costs and earn profit.

## COST STRUCTURE

Our cost structure consists of both fixed and variable expenses. Our total fixed (operating) costs amount to \$191.70, which remains constant regardless of how many units we sell. In terms of variable costs, each Toastee costs \$21.35 to produce, adding a vinyl patch costs \$0.22, bringing the total cost per Toastee with a patch to \$21.57. Additionally, each portable charger has a variable cost of \$8.50 per unit.

## KEY METRICS

Our company generated a total revenue of \$5,537.26, which includes sales, fundraising, and the competition prize. We sold 78 Toastees, reaching a net profit of \$1506.86, and successfully achieved our break-even target quickly. These metrics show that our business performed well in both revenue generation and profitability.

## RETURN ON INVESTMENT

Using our total investment of \$1,741.79 (loan plus fundraising), we calculated an ROI of approximately 38.5%.

# FINANCIAL PERFORMANCE

## Sales Summary

We sold a total of 74 Toastees, combining base Toastees, ones with patches, and some with portable chargers. The total sales revenue from these products was \$3,721.60, generated mainly online through invoices, our website, and a few in-person cash sales.

## Overview:

Our business earned a net profit of \$1506.86 after selling 78 Toastees. We reached our break-even point after selling just 6 units at \$54.99 each, which took only 2 days once our presale launched. The profit allowed us to reinvest in more inventory and continue growing our business.

## Break-Even:

The break-even point was calculated using a fixed expense of \$191.70, a variable expense of \$21.57 per Toastee with patch, and a retail price of \$54.99. Selling just 6 Toastees covered all expenses, allowing us to quickly reach break-even and start earning profit.

## Liquidation:

Our liquidation plan involves selling any remaining inventory at local sporting events and throughout the community to maximize revenue. Once all inventory is sold, we will first repay our \$600 JA loan, then honor our commitment to donate one Toastee for every ten sold. Remaining profits will be distributed among group members according to our company charter.

Income Statement	
For Date Ended April 8, 2026	
<b>Revenue</b>	
Sales	\$3,937.47
Fundraisers/Donations	\$1,349.79
Prize Money	\$250.00
<b>Total Revenue</b>	<b>\$5,537.26</b>
<b>Expenses</b>	
Cost of Goods	\$3,719.49
Operating Expense	\$191.70
Processing Fee	\$119.21
<b>Total Expenses</b>	<b>\$4,030.40</b>
<b>Total Net Profit</b>	<b>\$1,506.86</b>

Balance Sheet	
April 8, 2026	
<b>Assets</b>	
Checking Account	\$1,752.94
Cash	\$357.00
Finished Goods	\$1,874.29
<b>Total Assets</b>	<b>\$3,984.23</b>
<b>Liabilities</b>	
Sales Tax Payable	\$255.94
JA Company Loan Payable	\$600.00
Personal Loan Payable	\$587.95
Interest Loan Payable	\$30.00
Commission	\$131.77
<b>Total Liabilities</b>	<b>\$1,605.66</b>
<b>Total Owner's Equity</b>	<b>\$2,378.57</b>
<b>Total Liability &amp; OE</b>	<b>\$3,984.23</b>

## Quick Look:

Total Sales Revenue - \$3,937.47

Net Profit- \$1506.86

Return on Investment - 38.5%

# LEARNING EXPERIENCE & FUTURE



## Key Learnings:

- Importance of adaptivity and problem solving.
- Value of teamwork and communication
- Gained real-world experience in business operations



## Future Plans:

- Expand product offerings
- Increase community partnerships
- Grow donation impact for cancer patients
- Strengthen brand presence and awareness

## Challenges Overcome

**Product Development and Testing:**

We went through multiple prototypes and testing phases to improve heat performance, comfort, and safety. Feedback helped us refine the product into a reliable final version.

**Supply Chain Adjustments:**

Material delays and cost changes required us to find new suppliers and adjust timelines while maintaining quality and staying within budget.

**Team Restructuring:**

We reorganized roles and improved communication, allowing the team to work more efficiently and play to each member's strengths.



# ONE MORE THING...



## IMPACT:

Toastee goes beyond selling a product—we create comfort, raise awareness, and give back. Through our mission, we donate one Toastee for every ten sold to Summa Health, directly supporting cancer patients during treatment. This allows customers to feel connected to a greater purpose with every purchase.

Our journey has created meaningful connections within our community, from customer support to real stories of individuals benefiting from Toastee. These experiences have shown us that Toastee is more than just a product—it represents comfort, care, and support.



## FUTURE:

Looking ahead, we plan to expand our reach by building stronger partnerships with hospitals and cancer organizations, allowing us to increase our donation impact and support more patients in need. We aim to grow our brand beyond the local level by attending more events, increasing our social media presence, and reaching new customer markets. Additionally, we plan to continue improving our product through new designs, added customization options, and enhanced features. By focusing on both growth and impact, our goal is to scale Toastee while staying true to our mission of providing comfort and care.

# THANK *You*

THANK YOU FOR TAKING THE TIME TO LEARN ABOUT TOASTEE.

WE ARE INCREDIBLY GRATEFUL FOR THE SUPPORT OF OUR SPONSORS, OUR DEDICATED TEACHERS, AND ESPECIALLY JUNIOR ACHIEVEMENT FOR PROVIDING US WITH THE OPPORTUNITY, GUIDANCE, AND RESOURCES TO BRING THIS PROJECT TO LIFE. YOUR SUPPORT HAS PLAYED A VITAL ROLE IN OUR SUCCESS.

WE ARE PROUD TO HAVE CREATED A PRODUCT THAT NOT ONLY DELIVERS COMFORT AND WARMTH BUT ALSO MAKES A MEANINGFUL DIFFERENCE IN PEOPLE'S LIVES. THROUGH THIS EXPERIENCE, WE HAVE DEVELOPED VALUABLE BUSINESS SKILLS, STRENGTHENED OUR TEAMWORK, AND POSITIVELY IMPACTED OUR COMMUNITY.

WITH TOASTEE, WE'RE NOT JUST SELLING A PRODUCT—WE'RE DELIVERING WARMTH, COMFORT, AND CARE.



TOASTEEJA.COM



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