

# GOODWILL SQUAD GOALS

# Changing Lives Through the **POWER OF WORK**

**Vision**

Goodwill will be a premier provider of Workforce Development Services.

**Goals**

Promote a safe environment for all of Goodwill's constituents. Increase mission services to meet needs of our community. Focus on fiscal responsibility to ensure future sustainability. Enhance visibility and awareness. Develop agency's human capital.

**Mission**

Goodwill provides education, job training, employment services, and career development for people experiencing disabling and disadvantaging conditions to enable them to achieve their highest levels of independence.

**Values**

Work that enhances dignity. A "can-do" attitude. Doing the right thing: legally, ethically, and morally. Respect for all. The optimization of personal capabilities.

# Vision



Strategic  
Partnerships



Renovated  
Norwalk  
Facility



7,374  
Individuals  
Served

## A Word from Our CEO

Stephen L. Davey | President/CEO

In 2016 I accepted the office of CEO/President; thus, giving me the privilege of leading the Goodwill team of Erie, Huron, Ottawa and Sandusky Counties into a thriving future. Our continued journey is committed to growth and prosperity achievable through innovation and hard work; all in an effort to serve our community by providing a multitude of employment support services.

Highlights of our achievements in 2016 are present within the many divisions of our organization. The Retail group has enjoyed the opening of a newly renovated retail store and donation center in Norwalk and experienced an increase in revenue and donations. Our Contracts division has grown their strategic partnerships, experienced significant growth at the new manufacturing facility in Bellevue and increased overall production resulting in revenue growth. The combined growth of Retail and Contracts has allowed our Mission Services team to grow as well; serving 7,374 individuals in our four county area, a 23 percent increase over 2015.

One of our biggest achievements accomplished late in the year was earning our three-year accreditation renewal from CARF (Commission on Accreditation of

Rehabilitation Facilities). Attaining and maintaining CARF-accredited status requires a significant effort, strong teamwork and commitment at all levels of the organization. It is with great pride that I share this with you, our supporters and donors, as this demonstrates an organizational commitment to excellence.

We are fortunate to again say “thank you” for the support of our community as it continues to be a strong factor in our success. We have experienced an increase in the number of independently held donation drives by generous local businesses. We continue to receive support from the United Ways of Erie and Sandusky Counties and many generous community foundations providing grant and financial funding. We are fortunate to partner with a multitude of businesses in the area that provide job placement opportunities for our emerging job seekers.

As we move forward into 2017, you can expect our team to remain committed to prosperity and growth by embracing our vision, achieving our goals, serving our mission and upholding our values.

# Goals



## MISSION SERVICES



**100%**

SATISFACTION RATING  
FOR PERSONS SERVED

**38,121** SERVICES  
PROVIDED  
IN OUR  
4 COUNTY AREA



**7,374**

INDIVIDUALS SERVED IN  
OUR 4 COUNTY AREA



## CONTRACT SERVICES

**100%** CONTRACT  
ORDERS  
DELIVERED ON TIME

**3,528**

CONTRACT SHIPMENTS MADE

**21,797,418**

COMPLETED FINISHED PIECES

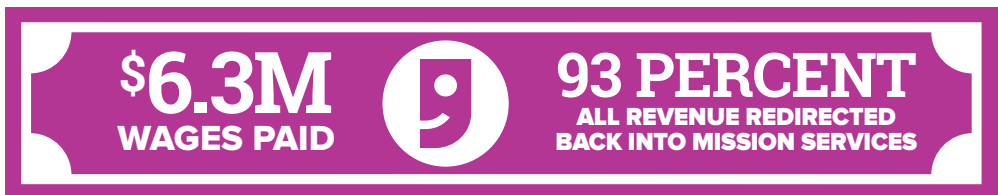




# RETAIL SERVICES



**ORGANIZATION**  
POUNDS OF GOODS RECYCLED

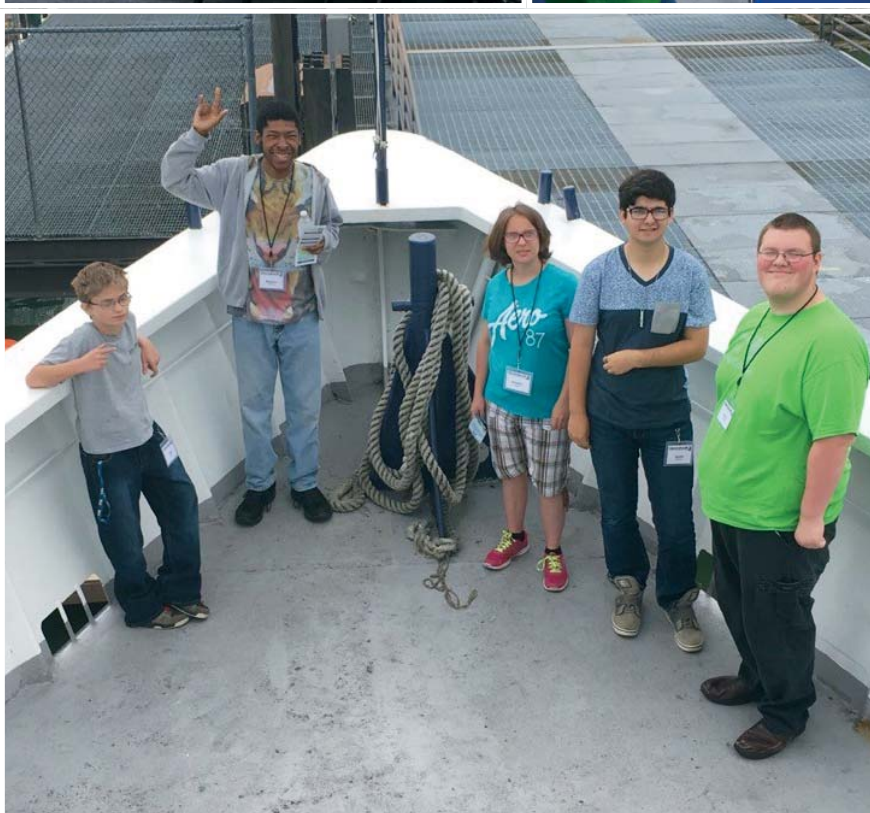
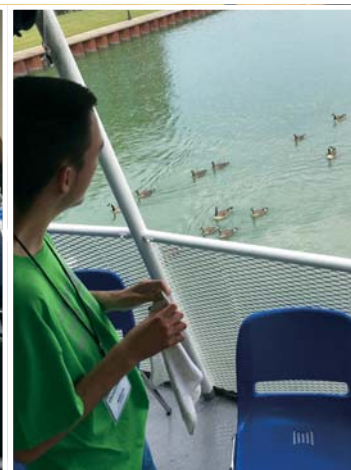
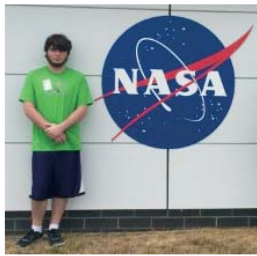


**438** TEAM MEMBERS  
EMPLOYED



# Mission





# Values



## Celebrating 40 years of CARF Accreditation

The following programs are accredited by CARF, an independent, not-for-profit accrediting body whose official endorsement is a mark of quality and distinction among agencies that provide such services:

- » Community Employment including Job Development and Employment Supports
- » Employee Development Services
- » Organizational Employment Services

In October, Goodwill earned a three-year accreditation renewal from the commission on accreditation of rehabilitation facilities. Goodwill has been accredited for these programs since 1976.

Goodwill is also certified by the Ohio Department of Developmental Disabilities to provide adult day support, vocational habilitation, community integration, basic supports and career planning services.

## Goodwill Giving Back

Goodwill seeks to be a good neighbor by working partnership with other community not-for-profits.

- » American Red Cross
- » Lake Erie Community Correction Center
- » Leadership Erie County
- » Lighthouse Assembly of God
- » Northern Ohio Recovery Association
- » Ottawa County Transitional Housing
- » Sandusky County Humane Society
- » The Salvation Army
- » The Volunteer Center of Erie County
- » Volunteers of America
- » Textile Recycling Program





## Grants

### **Bureau of Worker's Comp**

- » Employee Wellness Program

### **Dorn Foundation**

- » Island Adventure Employee Outing

### **Erie County Community Foundation**

- » CPR Instructor Training
- » Training Laptops
- » Paper Shredder
- » Floor Scrubber
- » Marketing Intern

### **Goodwill Industries International/ US Department of Labor**

- » Senior Community Employment Service Program

### **KeyBank Foundation**

- » Workforce Development Training Computers

### **Stein Foundation**

- » Flu shots for Employees

### **United Way of Erie County**

- » Wellness Program for Erie County Employees

### **United Way of Sandusky County**

- » Wellness Program for Sandusky County Employees

### **Wightman-Wieber Foundation**

- » Textile Recycling Program

# Donors 2016

Goodwill Industries of Erie, Huron, Ottawa and Sandusky Counties provides jobs and training programs for adults experiencing disabilities and other challenges to employment. When you donate to Goodwill, you are giving community members the life-changing opportunity to achieve independence through the power of a paycheck.

Thank you for Supporting Goodwill's Mission.

## Donors

- » Angry Bull
- » AutoGate Inc.
- » Autoplas
- » Barnes Nursery
- » Bassett's Markets
- » Barb and John Bauer
- » Bellevue Retail, LLC
- » Bennett Electric
- » Bennett Enterprises
- » Berardi's Family Rest.
- » Best Buy
- » Rosanne Bodner
- » Bon-Ton
- » Christine & Joseph Brenner
- » Buckeye Broadband
- » Cardinal Grocery
- » David & Jackie Clark
- » Corso's Flower & Garden Ctr.
- » Steve Davey
- » Tammy David
- » Dawson Companies
- » Eats n Treats
- » El Rancho Mexican Restaurant
- » Erie Shoreline Properties, LLC
- » Feick Design Group
- » Firelands Hardware Inc.
- » First National Bank
- » Fisher-Titus Medical Center
- » Fremont Community Rec. Ctr.
- » Fresch Electric
- » Flynn, Py & Kruse Co. LPA
- » Marcia Goff
- » Great Clips
- » Kathleen & Stephen Hall
- » Barb Hanck
- » Mr. & Mrs. Robert Hare
- » Pamela Hartle
- » Brian Hochstedler
- » Rich Hohler
- » Jordan's Diner
- » K96/WLKR
- » Eric Kochendoerfer
- » Kroger
- » Lake Erie Construction Co.
- » Bambi Link
- » Joseph McCaffery, III
- » McDonald's of Fremont
- » Deanna Medina
- » Cecilia Muratori
- » NY2
- » O.E. Meyer Co.
- » Pizza Brothers
- » Port Sandusky Restaurant
- » Put-In-Bay Brewing Co.
- » RE-MAX Quality Realty
- » Marlis Rock
- » William Rodwancy
- » Sandusky 250-Perkins LLC
- » Sensation 867
- » Sheri's Coffee House
- » TSGS Inc.
- » Steve Timmerman
- » Jen & David Voight
- » WalMart Port Clinton
- » Wong's Real Estate Inc. - Potter Village

## Memorials

- » In Memory of Donal Goff - Marcia Goff
- » Bequest from the estate of Jane C. Bettcher



# Vehicle Donation

Goodwill accepts all types of vehicles for donation. These are sold and the profits are used to support our mission services. Donations can be initiated online through our website or by calling 1-844-856-GOOD.

- » David Diantonio
- » Natalie Dunlap
- » Sheila Feick
- » Michael Foster
- » Ron Hedger
- » Larry Kaman
- » Dennis Kennedy
- » Chris Koehler
- » Tim Luecke
- » Jeff Malcolm
- » Tim Nowakowski
- » Cynthia Orshoski
- » Terry Orock
- » Orville Rutherford
- » Molly Sass
- » Donald Simpson
- » David Smith
- » Ann Stephenson
- » Thomas Tanner



# Community Partners

- » Bob Evans
- » Burger King
- » Clean Team
- » Clyde Nursing Home
- » Cracker Barrel
- » Crystal Clear Building Team
- » Denny's Restaurant
- » Dollar General
- » Fair Publishing
- » Flex Pack
- » Gaymont Nursing Fac.
- » Kalahari Waterpark
- » The Kroger Co.
- » La Quinta
- » Meadows at Osborne Park
- » Meijer's
- » Menards
- » Mickey Mart
- » Northern Mfg.
- » OVH/ Experience Works
- » Playland
- » Renhill
- » Sandusky Mall
- » Save A Lot
- » Taco Bell
- » TJ Maxx
- » WalMart
- » Wendy's
- » Whirlpool
- » Wilbert Plastics
- » Wonder Bar



# Financials

## Statements of Activities and Changes in Net Assets

For the Years Ended December 31, 2016 and 2015

<b>Revenue</b>	<b>2016</b>	<b>2015</b>
United Way and Contributions	\$56,178	\$37,842
Program Fees and Grants	731,216	738,425
Store Sales, Store Donations and Recycling	7,952,611	7,428,780
Contracts with Businesses	2,953,278	2,875,346
Other Revenue	107,341	139,559
	<b>11,800,624</b>	<b>11,219,952</b>
<b>Expenses</b>		
Payroll Expenses	6,328,425	5,805,678
Supplies and Services	3,264,098	3,061,925
Facilities and Equipment	1,470,094	1,461,850
Depreciation and Other Expenses	481,809	429,779
	<b>11,544,426</b>	<b>10,759,232</b>
<b>Changes in Net Assets</b>	<b>\$256,198</b>	<b>\$460,720</b>

## Statements of Financial Position

December 31, 2016 and 2015

<b>Assets</b>	<b>2016</b>	<b>2015</b>
Cash and Investments	\$1,550,539	\$1,680,607
Accounts Receivable	624,458	611,879
Other Current Assets	490,101	448,460
Property and Equipment - Net	5,755,395	5,662,060
Other Assets	61,392	58,835
<b>Total Assets</b>	<b>8,481,885</b>	<b>8,461,841</b>
<b>Liabilities</b>		
Accounts Payable	120,922	123,435
Accrued Payroll and Benefits	204,192	172,231
Other Current Liabilities	378,371	363,122
Long-Term Debt	1,991,068	2,271,919
<b>Total Liabilities</b>	<b>2,694,553</b>	<b>2,930,707</b>
<b>Net Assets</b>		
Unrestricted	5,764,470	5,520,484
Temporarily Restricted	22,862	10,650
<b>Total Net Assets</b>	<b>5,787,332</b>	<b>5,531,134</b>
<b>Total Liabilities and Net Assets</b>	<b>\$8,481,885</b>	<b>\$8,461,841</b>

*Barnes Wendling CPAs LLC, an independent auditor with offices in Cleveland, Sheffield Village, and Sandusky, Ohio, completed the audit of Goodwill's 2016 and 2015 financial statements. A complete copy of Goodwill's audited financial statements can be obtained upon request.*

**2016 Customers    2016 Donations**

	<b>2016 Customers</b>	<b>2016 Donations</b>
January	28,927	11,491
February	31,071	9,974
March	34,490	12,391
April	34,435	12,620
May	33,567	14,050
June	34,843	15,017
July	36,901	13,640
August	37,385	14,179
September	36,043	14,151
October	40,093	14,350
November	32,599	15,006
December	30,486	13,478
	<b>410,840</b>	<b>160,347</b>

**Other Information**

Highest # of employees in 2016	438
Percent of total expenses spent on program services	93%
Percent of payroll to total expenses in 2016	55%





### Port Clinton Day Hab

205 S.E. Catawba Road  
Port Clinton, OH 43452  
(419) 960-7792  
Manager: Chrissy Kaman

### Port Clinton Goodwill

205 S.E. Catawba Road  
Port Clinton, OH 43452  
(419) 734-6042  
Monday – Saturday: 9am - 8pm  
Sunday: 12pm - 5pm  
Manager: Rhonda Pence

### Fremont Goodwill

1040 Oak Harbor Road  
Fremont, OH 43420  
(419) 355-1579  
Monday – Saturday: 9am - 8pm  
Sunday: 12pm - 5pm  
Manager: Deanna Medina

### Fremont Plant

1597 Pontiac Avenue  
Fremont, OH 43420  
(419) 334-7566  
Fax: (419) 334-8671  
Plant Manager: Josh Jones  
Production Supervisor: Pat Lvnch

### Bellevue Goodwill

855 W. Main Street  
Bellevue, OH 44811  
(419) 483-2244  
Monday – Saturday: 9am - 8pm  
Sunday: 12pm - 5pm  
Manager: Lori Dillender

### Bellevue Plant

1082 Castalia Street  
Bellevue, OH 44811  
(419) 719-2007  
Fax: (567) 214-4289  
Plant Manager: David Rulong  
Production Supervisor: John Barth

# Facility Locations



**Goodwill Outlet Store**

419 West Market Street  
Sandusky, OH 44870  
(567) 219-1569  
Monday – Saturday: 11am - 5pm  
Sunday: Closed  
Manager: Bill Carroll

**Sandusky Goodwill**

924 East Perkins Avenue  
Sandusky, OH 44870  
(419) 625-2910  
Monday – Saturday: 9am - 9pm  
Sunday: 12pm - 5pm  
Manager: Cecilia Muratori

**Sandusky Plant**

419 West Market Street  
Sandusky, OH 44870  
(419) 625-4744  
Fax: (419) 625-4692  
Business Manager: Seth Link  
Production Supervisor: Tom Erne



**Huron Goodwill**

422 Cleveland Road East  
Huron, OH 44839  
(419) 433-7542  
Monday – Saturday: 9am - 8pm  
Sunday: 12pm - 5pm  
Manager: Kathy Davis



**Norwalk Goodwill**

295 Milan Avenue (Rt. 250)  
Norwalk, OH 44857  
(419) 668-4205  
Monday – Saturday: 9am - 8pm  
Sunday: 12pm - 5pm  
Manager: Chris Matta



**Willard Goodwill**

117 W. Walton Ave  
Willard, OH 44890  
(419) 935-4048  
Monday – Saturday: 9am - 8pm  
Sunday: 12pm - 5pm  
Manager: Stephanie Breyman

## 2016 BOARD OF TRUSTEES

Brian Allen  
Don Berkey (Vice Chair)  
Meg Chrislip  
Rob Duncan  
Darryl Edge (Secretary)  
Rich Finneran (Treasurer)  
Lute Harmon  
Thomas Kerr  
Sharon Mastroianni  
Thomas Rekart  
Jeff Rosengarten  
Bill Rodwancy (Chair)  
Douglas Swearingen

## SENIOR LEADERSHIP TEAM

Stephen L. Davey President and CEO  
Jason Stout Vice President of Finance  
Bambi Link Director of Human Resources  
Marlis Rock Director of Mission Services  
Steven Timmerman Director of  
Strategic Initiatives

As of December 21, 2016



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Erie, Huron, Ottawa and Sandusky Counties

419 West Market Street  
Sandusky, OH 44870

GoodwillSandusky.org | GoodwillSquad:

