



2017 Annual Report

The Journey Begins



MISSION

To provide quality, customized employment services that enable persons with disabilities and disadvantaging conditions to achieve their highest levels of personal, social and economic independence.



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.

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.



2017 Board of Trustees

OFFICERS

Bill Rodwancy, Board Chair - AutoGate
Don Berkey, Vice Chair - Flinner, Kime, Berkey & Associates
Darryl Edge, Secretary - Ohio State Highway Patrol
Rich Finneran, Treasurer - Citizens Banking Co.

TRUSTEES

Brian Allen - UBS Financial Services
Meg Chrislip - Vacationland Federal Credit Union
Rob Duncan - Mayor, City of Norwalk
Denni Horan - Client Advocate
Thomas Kern - Style Crest Enterprises
Sharon Mastroianni - EHOVE Career Center
Jeff Rosengarten - Payne, Nickles & Co.
Douglas Swearingen - Wiken, Herzer, Panza, Cook & Batista Co.



The journey of a thousand miles begins with a single step. - Lao Tzu

Goodwill

Erie, Huron, Ottawa and Sandusky Counties



Executive Report 2017

As we mark another year and look forward to the next we continually look for improvement and positive changes. This is a good thing, but let us take a moment to be thankful for what we have and the many blessings we receive each and every year.

We at Goodwill are grateful that our organization has the chance to help individuals achieve independence and that we can make a difference in a person's life simply by going to work.

Going to work is a blessing in and of itself. We see so many that struggle to get the skills and acceptance of employment and cannot see a path forward. We at Goodwill are thankful that we can provide direction and stability in a person's life and help guide them down a path to employment.

The reality of 2017 was that it was a very good year with very good people helping to maintain a very good cause- help people get and maintain employment. Without the help of our communities, customers, donors, participants, partners, employees and staff we would not have been able to impact the lives of 14,581 people in our local area during 2017 alone.

94% of our revenue goes directly to supporting employment services, revenue provided by our donors and customers. We continue to be thankful that the community supports Goodwill and that we are able to be good stewards of their resources.

I would personally like to thank all of our stakeholders- it is because of all of you that we can provide employment services and support for those seeking to start their vocational journey. Thank you!

Steve Davey

President and CEO

Goodwill Industries of Erie, Huron, Ottawa and Sandusky Counties, Inc.



Along The Way

2017 once again presented us with the opportunity to provide valuable job training services to our local residents.

Our Workforce Development division provided tens of thousands of services to thousands of local community members and began the "Senior Community Service Employment Program".

Retail continued to grow and added to our footprint by expanding our Bellevue store location.

Contract Services gained additional customers and maintained a "Preferred Supplier" status while providing 100% on-time deliveries.

The organization remained financially vigilant as major 2018 projects are being planned that will ensure long-term strategies are met. We appreciate our donors, customers, Board members and staff in making 2017 a successful journey!

2017 Statements of Activities and Changes in Net Assets*

Revenue

United Way and Contributions	\$33,102
Program Fees and Grants	988,482
Store Sales, Store Donations and Recycling	8,163,896
Contracts with Businesses	3,247,457
Other Revenue	187,342
Total Revenue	\$12,620,279

Expenses

Payroll Expenses	\$6,760,876
Supplies and Services	3,403,809
Facilities and Equipment	1,456,264
Depreciation and Other Expenses	540,538
Total Expenses:	\$12,161,487

Changes in Net Assets	\$458,792
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Assets 2017

Cash and Investments	\$1,714,008
Accounts Receivable	711,423
Other Current Assets	539,814
Property and Equipment - Net	5,698,398
Other Assets	68,439
Total Assets	\$8,732,082

Liabilities

Accounts Payable	\$153,358
Accrued Payroll and Benefits	227,905
Other Current Liabilities	360,076
Long-Term Debt	1,744,619
Total Liabilities	\$2,485,958

Net Assets

Unrestricted	\$6,234,350
Temporarily Restricted	11,774
Total Net Assets	6,246,124
Total Liabilities and Net Assets	\$8,732,082

*Barnes Wendling CPAs LLC, an independent auditor with offices in Cleveland, Sheffield Village, and Sandusky, Ohio, completed the audit of Goodwill's 2017 financial statement. A complete copy of Goodwill's audited financial statements can be obtained upon request.



Workforce Development

Workforce Development is at the foundation of all we do. Providing job training services in our community not only helps the individual, but assists with community growth.



38,127

Services Provided

2017 was a fulfilling year as we provided tens of thousands of services to over fourteen thousand area residents! Our "Senior Community Service Employment Program" (SCSEP) kicked-off by providing job training for our community members over age 55. In contrast, our "Summer Youth" program provided work experience and career exploration to transition age youth, utilizing community employers as work site locations and for job shadowing opportunities.



14,581

Individuals Served

We collaborated with community supporters and organizations to provide services to a diverse workforce and obtain employment for our participants in a variety of workplace settings.



100%

**Satisfaction Rating
From People Served**

Everyday our Workforce Development division battles the stereotypes and stigma surrounding people with disabilities in the workplace. We are excited at the opportunity to show employers that people with disabilities are capable, dependable and able to add value to their workforce!

Good company in a journey makes the way seem shorter - Izaak Walton



W orkforce D evelopment

Contract Services

"We should not judge people by their peak of excellence; but by the distance they have traveled from the point where they started." - Henry Ward Beecher



Contract Services

The stable economy led to more manufacturing companies seeking Goodwill's help in supplying support for their products. We expanded contracts in our facilities with existing clients as well as adding new customers and products.

Through our continued commitment to streamlining operations and increasing efficiencies we were able to keep up with demand and increase capabilities without sacrificing quality.

Our Fremont Plant continued it's successful operations while our Bellevue Plant operations increased substantially. Our Sandusky Plant maintained production capabilities and the Port Clinton Day-habilitation facility continued to provide packaged products to our Retail division.

With increased capabilities we look forward to even more jobs and vocational training opportunities for our friends and neighbors!



25,917,103

Parts Produced



4,664

Shipments Made



100%

On-time Deliveries



Retail Sales & Donated Goods

The Retail Division had an exceptional year in 2017 as customers and revenue both increased. Our Bellevue retail store expanded to provide more merchandise to a growing community.

Donors once again provided us with a generous amount of goods to sell in our stores which in turn supported our job training programs. Our stores play an important role in our training programs by providing applicable job experience and a controlled environment in which to learn.

Many in the community know Goodwill through our retail stores, but through a variety of programs, including our "Greeter" program, we hope to introduce our shoppers to the important work that their donations and purchases fund.

We also began our growth strategy for 2018- stay tuned for major developments in the coming year!



415,839

Retail Customers



128,986

Retail Donors



136

Retail Employees

"Sometimes, reaching out and taking someone's hand is the beginning of a journey.
At other times, it is allowing another to take yours." - Vera Nazarian

Retail
Sales &
Donated Goods





2017 Donors & Partners

7L Construction, LLC
 Ability Works
 Access Provider Services
 AJ Riley
 America Red Cross
 American Legion
 Arby's Fremont
 Artisans Sandusky
 Assured Partners of Ohio LLC
 Back to the Wild
 Baker, Coneda
 Bartemes, Diedre
 Bauer, John and Barb
 Beck, Gabriele
 Bennett Electric
 Bennett Enterprises
 Berkey, Donald R. CFP, CLU, CRPC, ChFC
 Bon Ton Stores
 Boros, Elizabeth
 Brake, Teresa
 Budget Inn
 Cedar Point
 Coffiet, Robert
 Corso, Jim
 Cracker Barrel
 Criscione, Bill and Jayme
 Crisplip, Meg and Bruce
 Crosswinds
 D & J Clark Fund
 Dalton Cattle Co.
 Daniel, Susan
 Davey, Steve
 Deyoe, Chantel
 Dorn Foundation
 Erie Co. CF. Youth Advisory
 Erie County Community Found
 Family Life Counseling
 Feick Design Group
 Firelands Regional Medical Center
 First National Bank

Fresch Electric
 Frey, Matt
 Frohman Foundation
 Garton, Jill
 Giaco Enterprises
 Goff, Marcia; In Memory of:
 Donal Goff
 Great Wolf Lodge
 Happy Days boating
 Hare, Mr. and Mrs. David
 Hartle, Pamela
 Horan, Dennis
 Ingles, Tom and Marlys
 Island Adventure
 Jordan's Dinner
 Keller, Margaret; In Memory of:
 Richard D. Keller
 Kochendoefer, Eric and Lisa
 Kroger Company
 Kurilic and Kurilic, Inc
 Leonhardt, Johnnie and Kris
 Lindstrom, Robert
 Link, Bambi
 Lynch, Patrick and Barb Soski
 Magnuson Hotel East Sandusky
 Mark Advertising
 Mastroianni, Sharon and Douglas
 McDonalds (Fremont)
 McKeen, Nancy
 McManamon, Todd; In Memory of:
 Tom and Patsy McManamon
 Nason, Tracy
 New Day Sandusky
 Payne, Nickles and Company
 Pietch, Andrew
 Pizza Brothers
 Pontifex Fremont
 Port Sandusky Family Restaurant
 Propst, Gidget
 Put in Bay Brewing Co/ Mojito Bay

Rock, Marlis
 Rodwancy, Bill
 Sandusky 250-Perkins, LLC
 Sandusky Lions Club
 Sandusky Mall
 Sandusky Steel and Supply
 Seitardis, Anna
 Senior Center Fremont
 South Shore Marine
 Steinemann Hafner Insurance
 Stout, Jason
 Timmerman, Steven; In Memory of:
 William Stone
 Tusing Builders
 United Way Erie County
 United Way Sandusky County
 Vacationland Federal Credit Union
 VanTine ESQ, Linda; In Memory of:
 Christopher Renzel
 Voight, David
 Wendys
 Westaff(Berry's Plastic)
 Whirlpool Clyde Operations
 Wightman Wieber Foundation
 Wilson Marketing Group, LLC
 Windsor Mold USA
 WKFM/ WLKR
 YMCA

THANK YOU!



Goodwill Squad



Goodwill
 Erie, Huron, Ottawa and Sandusky Counties
www.goodwillsandusky.org

