

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

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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 quide 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

2017 Statements of Activities and Changes in Net Assets*

Revenue		
United Way and Contribu	tions	\$33,102
Program Fees and Grant		988,482
Store Sales, Store Dona		8,163,896
Contracts with Businesso		3,247,457
Other Revenue	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
		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
	1	Total Expenses: \$12,161,487
Changes in Net Assets		\$458,792
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		1153,358
Accrued Payroll and Ben	efits	227,905
Other Current Liabilities	,	360,076
Long-Term Debt		1,744,619
	-	Total Liabilities \$2,485,958
Net Assets		
Unrestricted		\$6,234,350
		,774
Temporarily Restricted		/ / ر۱۱
Temporarily Restricted Total Net Assets		6,246,124

*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.

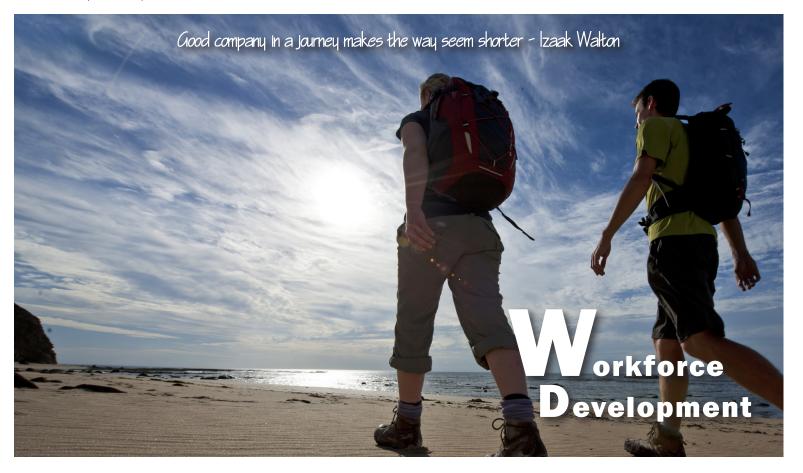
vigilant as major 2018 projects are being planned that will ensure long-term strategies are met. We appreciate our donors,customers, Board members and staff in making 2017 a successful journey!



2017 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.

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.

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!





38,127 Services Provided



14,581 Jndividnals Served



100% Satisfaction Rating From People Served





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 Skipments Made







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!



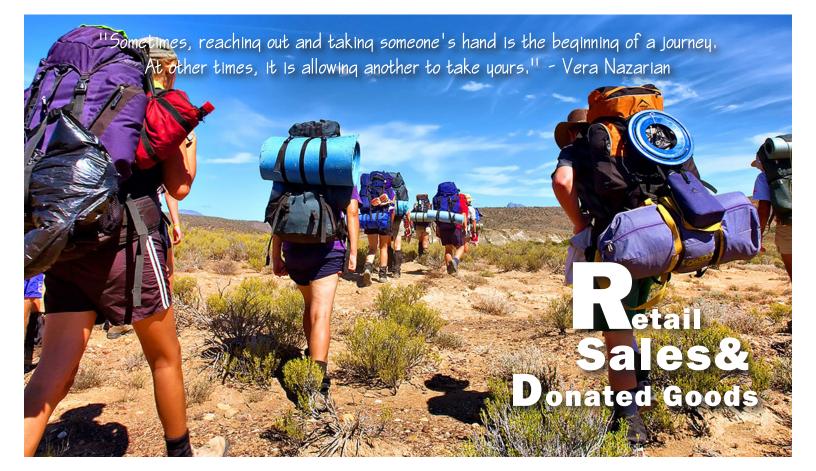
415,839 Retail Customers











7L Construction, LLC Ability Works Access Provider Services AJ Rileu America Red Cross American Legion Arbu's Fremont Artisans Sandusky Assured Partners of Ohio LLC Back to the Wild Baker, Coneda Bartemes, Diedre Bayer 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

Kroger Company

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 Kurlilic and Kurilic. Inc Leonhardt, Johnnie and Kris Lindstrom, Robert Link, Bambi Lunch, Patrick and Barb Soski Magnuson Hotel East Sandusku Mark Advertising Mastroianni, Sharon and Douglas McDonalds (Fremont) McKeen, Nancu McManamon, Todd; In Memory of: Tom and Patsy McManamon Nason, Tracu New Day Sandusky Payne, Nickles and Company Pietch, Andrew Pizza Brothers Pontifex Fremont Port Sandusky Family Restaurant Propst. Gidaet

2017 Donors & Partners

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Put in Bay Brewing Co/ Mojito Bay

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