

Goodwill

Erie, Huron, Ottawa and Sandusky Counties



celebrating **50** YEARS



2023



ANNUAL REPORT



Cheers to 50 years!

50 years of anything is impressive, but 50 years of helping people in our community overcome barriers to employment is something we're extremely proud of as an organization. This accomplishment would not be possible without the generous support of our donors, shoppers, employees, board of directors, and community, so **THANK YOU** for allowing us to celebrate such a milestone anniversary!!

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



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A note from the CEO



“We are very excited about the future. We remain very optimistic about our growth and continued diversification of our revenue sources so that we may continue to grow and fund our mission services and make an even bigger impact in our communities.”

–Jason Stout

As we look back on 2023, I am thrilled to share that it was a truly transformative year for Goodwill Industries of Erie, Huron, Ottawa, and Sandusky Counties, Inc. We celebrated an incredible milestone—our 50th anniversary! To commemorate this special occasion, we had the pleasure of hosting open houses across our locations within the community. It was a wonderful opportunity to open our doors and share our mission with everyone, and we were delighted to connect with so many members of our community.

Additionally, this year marked my first year as President and CEO of our organization. It has been an honor and a privilege to serve in this capacity, and I am continually inspired by the dedication and passion of our team, as well as the support from our community. I want to also thank our prior President and CEO, Steve Davey, for serving Goodwill in this capacity for the past seven years.

In 2023, our very talented leadership team led us to a very successful year, ending with total revenue of \$16 million! Due to the diversification of our revenue sources, we were able to fund our programs with profits from our seven retail stores, two industrial plants and our growing salvage operations. We are extremely proud of our mission services department for the impact they made in workforce development. We served 1,292 individuals and provided 45,005 services in 2023! We also had numerous participants gain employment in the community.

We are very excited about the future. We remain very optimistic about our growth and continued diversification of our revenue sources so that we may continue to grow and fund our mission services and make an even bigger impact in our communities. In 2024, our plans include completing our strategic plan for 2025–2028 and refreshing our mission, vision and values. It also includes innovating our locations with new technology to make our employees more efficient and effective and creating a new training and development department to better prepare our employees for their job duties. Finally, our 2024 plans include renovating and refreshing some of our locations to make the shopping experience better for our customers and donors and more comfortable for our employees.

I want to extend a heartfelt thank you to all of our loyal and hard-working employees. I want to also thank our board of directors for their support and guidance. Finally, I want to thank our dedicated customers and donors. Without them shopping in our stores and donating their used items to us, we could not fund our programs and help individuals throughout our community. Thank you to all for helping us make our mission possible!

Sincerely,

Jason Stout
President & CEO

Community Involvement

2023 Board Members

Board Chair: Bill Rodwancy, Autogate

Carl Anderson, Vice Chair

Legal Aid of Western Ohio

Rich Finneran, Treasurer

Civista Bank

Denni Horan, Secretary

Retired

Connie Frisch

Retired

Justin Harris

Firelands Hospital

Jared Opfer

Ohio Athletic Committee

Thomas Kern

Style Crest Enterprises, Inc.

Sharon Mastroianni

Retired

Bryan Myers

Vacationland Federal Credit Union

Jeff Rosengarten

Payne, Nickles & Co.

Steve Pitzer

Goosehead Insurance

Lisa Sartain

Bellevue Hospital

Community Partners

- Denny's Fremont
- Firelands Habitat ReStore
- Vermilion Salvation Army
- Revere Plastics
- Erie County Senior Center
- Nehemiah Partners Sandusky
- Sandusky Social Security
- Ohio Means Jobs Erie County
- Sandusky County Jobs & Family Services
- McDonalds Oak Harbor
- Arby's Norwalk
- EPC Plastics
- Sloopy's Port Clinton
- Bethesda Care
- Dan Mar
- Bob Evans Sandusky
- Continuing Healthcare
- Clifton Inn Suites
- Center for Cultural Awareness
- Boys and Girls Club Teen Center
- Marco's Pizza Port Clinton
- Boys & Girls Club Adams School
- Care & Share
- Catholic Charities
- CityStrong
- Faith Church Sandusky
- Father's Heart Ministries
- Great Lakes Community Partnership
- Humane Society of Erie County
- Project Noelle
- Sandusky County Care & Share
- Services for Aging
- Parts Authority
- Sandusky Mall
- Texas Roadhouse
- Don Tester Ford
- Twilight Gardens & Nursing Rehabilitation
- The Parkvue Community
- Opportunities for Ohioans with Disabilities
- The Ohio Department of Developmental Disabilities
- The Ohio Bureau of Workers' Compensation
- Firelands Forward
- Clearwater Council of Government
- Erie County Department of Developmental Disabilities
- Huron County Department of Developmental Disabilities
- Ottawa County Department of Developmental Disabilities
- Sandusky County Department of Developmental Disabilities



Workforce Development



CARF
accredited
since 1976



**In 2023, we provided
45,005 services to
1,292 individuals!**

*The Sandusky Vocational
Habilitation crew assembled
2,317,383 screws & washers,
along with contracts to assemble
splash shields & stability kits.*



Programs offered

- Bridge Services
- Career Exploration
- Career Planning
- Job Seeking Skills Training
- Community Based Assessments
- Computer Training
- Intake
- Job Development
- Job Coaching
- Pre-Employment Transition Services
- Retention
- Site Development
- Supported Employment
- Summer Youth Work Experience
- Tutoring
- Senior Community Services Employment Program
- ReStart Re-Entry Services
- Vocational Habilitation Services
- Work Adjustment

50 years of Progress

Goodwill Industries of Sandusky, Ohio, Inc. cuts ties with Goodwill Industries of Toledo & becomes fully autonomous. Robert Harned is named Executive Director.

1973

William J. Parker named Executive Director. Goodwill Industries of Sandusky, Ohio, Inc. becomes accredited by the Commission on Accreditation of Rehabilitation Facilities (CARF).

1976

Charmaine Fletcher named Executive Director. Sandusky Goodwill named Outstanding Rehabilitation Facility by Northwest Ohio Rehabilitation Association.

1984

Peter J. Lavalier named Executive Director.

1979

1974
Rev. Donald J. Hughes named Executive Director.

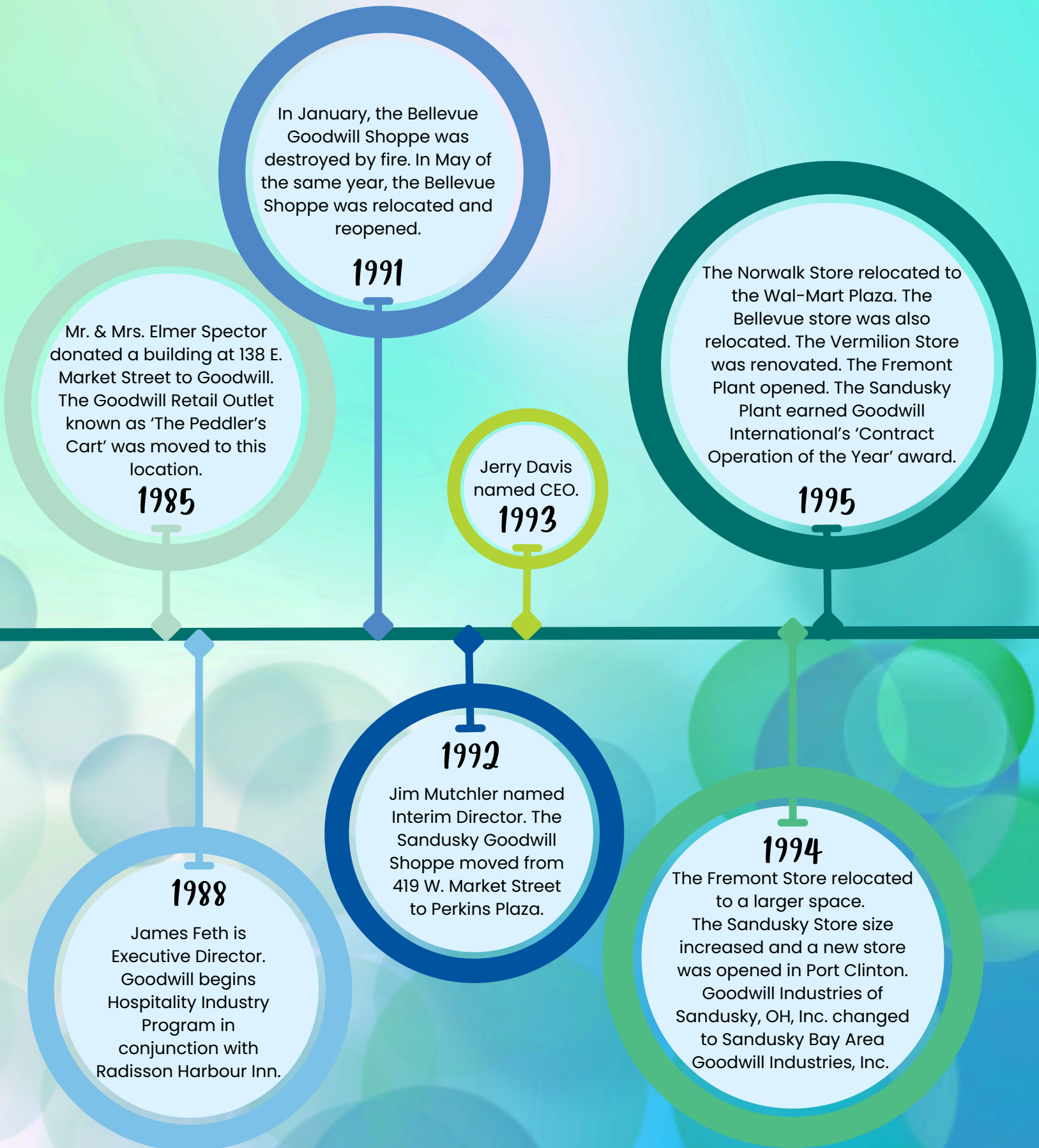
1978
Lynn R. Joerger named Executive Director.

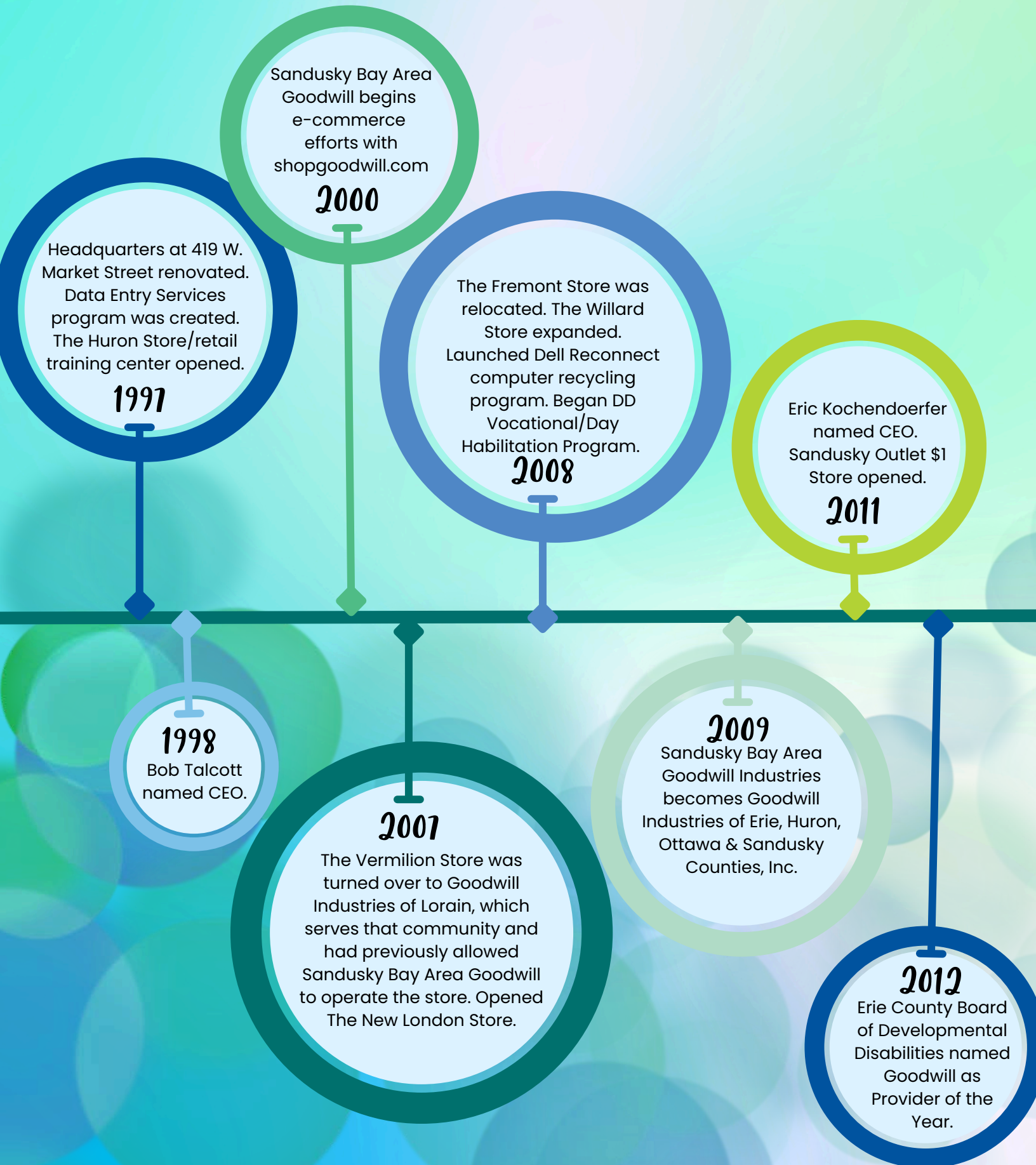
1981
Sandusky Goodwill opened the Norwalk Goodwill Shoppe.

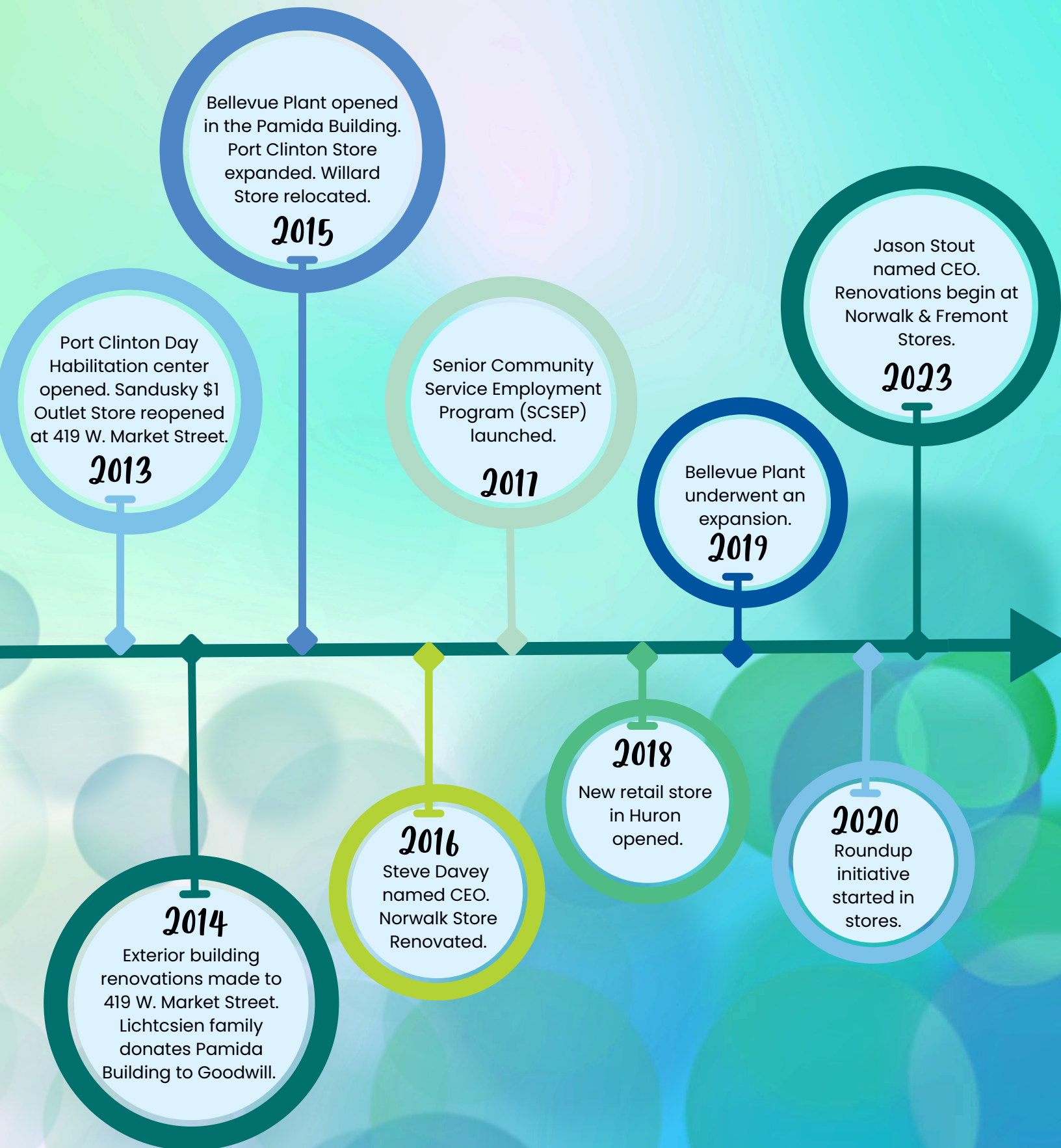
Thank you, Toledo!

- In 1961, the Sandusky Area Branch of Goodwill Industries of Toledo was formed with an outlet store on the northeast corner of West Market & Jackson Streets. David M. Davey was the branch's first manager.
- In 1964, the Sandusky Branch was expanded to include a sheltered workshop & Ladies Auxiliary. Clyde Carter was named Branch Manager.
- In 1965, Donald Lea was named Director of Sandusky Goodwill.
- In 1966, Donald Zeck was named Director of Sandusky Goodwill.
- In 1967, the Sandusky Area Branch opened a combination Department Store & Training Center at 419 W. Market Street in Downtown Sandusky.
- In 1969, Sandusky became a fully operational Division of Goodwill Industries of Toledo, with the responsibility for all local activity resting with the Advisory Board.









Here's to 50 more years!

Drive to Victory



Our 1st Drive to Victory Donation Drive event was a HUGE success, with over 80,000 lbs of donations collected from the following schools: Edison, Perkins, Fremont St. Joseph Central Catholic, Sandusky, Huron, Margaretta, Danbury, and St. Mary Central Catholic!



Edison collected the most of all the schools, with 23,371 lbs of goods!

thank you!



Donors & Grants



In 2023, Round-Up donations (customers rounding the total of their purchase up to the nearest dollar) accounted for \$67,434.79!!



Thank you!

2023 donors

- DW28 LLC Properties
- United Way of Sandusky County
- David & Jacquie Clark
- Ghostly Manor
- Iron Man Foundation
- Krogers Community Rewards

- Sandusky Lions Club
- Network for Good
- Amazon Smile
- Justin Harris
- Lisa Sartain

thank you!

financials

Revenue & Support	2023	2022
Retail Services & Donated Goods	\$10,738,619	\$10,314,472
Commercial Services	\$3,394,786	\$3,248,996
Workforce Development	\$783,328	\$742,232
Recycle/Salvage	\$611,986	\$540,759
Donations	\$85,523	\$98,259
United Way Allocations	\$5,388	\$7,700
Grants	\$15,597	\$32,000
Special Events	\$0	\$0
Investments & Other Income	\$312,634	-\$67,145
TOTAL REVENUE	\$15,947,861	\$14,917,273

Expenses	2023	2022
Retail Services	\$9,245,439	\$8,551,944
Commercial Services	\$3,619,802	\$3,816,865
Workforce Development	\$1,218,493	\$1,090,509
Recycle/Salvage	\$151,866	\$196,613
Transportation	\$304,100	\$319,640
Fundraising	\$1,147	\$909
General & Administrative	\$899,231	\$1,005,071
Reserves for Future Development	\$507,783	-\$64,278
TOTAL EXPENSES	\$15,947,861	\$14,917,273

Retail Services



Our 7 retail stores celebrated Christmas & Halloween with the second year of fun, in-store holiday events!

423,820
Customers
134,217
Donors



Renovations at the Fremont & Norwalk Stores began in 2023!

Commercial Services

The Fremont Plant produced
10,866,092 parts in 2023
for Whirlpool Clyde and
Whirlpool Tulsa plants.



The Bellevue Plant produced
3,156,483 parts for Whirlpool Clyde,
Berry Plastics, Envases, Borgers,
Ventra, LogistiQ, Precision Plastics
and Revere Plastics in 2023.



Recycling

Dell Reconnect
Technology recycling with Goodwill®

As part of our sustainability efforts in 2023,
we recycled **103,778 lbs** of used technology
through our ongoing Dell Reconnect
Partnership, repurposed **2,432 lbs**
of polystyrene foam with our foam densifying
machine, & salvaged **2,501,908 lbs** of goods,
diverting 71% of unsold goods from the landfill.



Stay in touch!

Follow us on social media
@goodwillsquad on
Facebook, Instagram, TikTok,
X (Twitter) & Threads!



Administrative Offices



419 W. Market Street
Sandusky, OH 44870
419-625-4744

Goodwill

Erie, Huron, Ottawa and Sandusky Counties





Store Locations

Bellevue

855 W. Main Street
Bellevue, OH 44811

Huron

310 Lake Erie Parkway
Huron, OH 44839

Port Clinton

205 S.E. Catawba Road
Port Clinton, OH 43452

Willard

117 W. Walton Avenue
Willard, OH 44890

Fremont

1040 Oak Harbor Road
Fremont, OH 43420

Norwalk

295 Milan Avenue
Norwalk, OH 44857

Sandusky

924 E. Perkins Avenue
Sandusky, OH 44870

\$1 Outlet Store

419 W. Market Street
Sandusky, OH 44870