2016 ANNUAL REPORT

FIGHTING UNEMPLOYMENT IN ARIZONA.

GOODWILL® of Central & Northern Arizona
Through the goodwill of others, we empower individuals, strengthen families and build stronger communities. Revenue generated from the sales of donated items helps fight unemployment in Arizona through job preparation services and connections at Goodwill career centers. Additionally, Goodwill's efforts divert more than 100 million pounds of materials from going directly to Arizona landfills every year.

2016 GOALS

**PEOPLE SERVED:** 90,000
**PEOPLE PLACED:** 44,000

2016 RESULTS

**PEOPLE SERVED:** 99,524
**JOB PLACEMENTS:** 78,568
**PEOPLE PLACED:** 44,457

We are able to fight unemployment in Arizona thanks to the generous support of our shoppers, donors and community partners. Please visit GoodwillAZ.org to see a list of the incredible businesses and individuals who make our mission possible.

**GOODWILL IN OUR COMMUNITY**

**TOTAL SUPPORT AND REVENUES** $151,322,994

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

**ASSETS**

- Cash and receivables: $11,511,245
- Prepaids: $910,383
- Inventory: $7,626,647
- Investments: $10,308,757
- Land, buildings and equipment, net: $41,112,533
- Other assets, net: $1,064,196
- TOTAL ASSETS: $72,533,761

**LIABILITIES & NET ASSETS**

- Accounts payable: $2,296,328
- Accrued expenses: $6,834,677
- Deferred rent and revenue: $20,947,631
- Long-term debt: $7,318,779
- Other: $276,059
- Net Assets: $34,860,287
- TOTAL LIABILITIES & NET ASSETS: $72,533,761

**TOTAL SUPPORT AND REVENUES** $151,322,994

**GOODWILL IN OUR COMMUNITY**

**PROGRAM SERVICES**

- Thrift operations: $124,593,546
- Workforce Development: $8,449,778
- Commercial Maintenance: $3,308,654

**SUPPORT SERVICES**

- Management and general: $15,147,929
- Fundraising: $304,847
- Operational Reserves/ Capital Replacement: $151,804,754

**TOTAL GIVEN BACK TO THE COMMUNITY** $151,804,754
Empowered individuals build stronger families and strengthen communities leading to more people able to give back themselves.

Items dropped off at our 70+ donation centers are given new life as Goodwill merchandise.

Every purchase made in our stores helps fight unemployment by supporting our no-cost career centers.

Empowered individuals build stronger families and strengthen communities leading to more people able to give back themselves.

Our mission services empower people to develop new skills, increase their earnings, and reach their fullest potential.
Goodwill career centers and community outreach efforts served nearly 100,000 job seekers and helped place more than 44,000 Arizonans in jobs.

More than 1,000 veterans connected to Arizona jobs after using Goodwill career services in 2016.

75 retail locations earned $124.6 million in revenue. Total annual revenue: $151.3 million.

Goodwill Commercial Maintenance provided landscape, janitorial, handyman and property maintenance services to 20.4 million square feet of commercial properties.

More than 2 million donation incidents, including 433 donation drives to benefit local schools, nonprofits, and other efforts, diverted more than 100 million pounds of materials from going directly to Arizona landfills.

Goodwill gave more than $166,000 back to schools, youth sports, and other community groups through 433 donations drives in 2016.

Through the Goodwill Gives register change campaign, Goodwill raised more than $100,000 for seven other local nonprofits in 2016.

More than 3,000 Goodwill employees across administration, retail, Commercial Maintenance, and Workforce Development made our efforts to fight unemployment in Arizona possible.

Thank you for your goodwill.
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