2014 Annual Report

GOODWILL
of Central Arizona
Our Mission: **WE PUT PEOPLE TO WORK.**

*Our Vision:* Through the work of Goodwill, all people will have the opportunity to learn, work and achieve their greatest potential.

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**2014 PERFORMANCE**

2014 Goals

- People Served: 70,000
- Job Placements: 28,000

2014 Results

- People Served: 74,881
- Job Placements: 44,685

**2015 GOALS**

- People Served: 80,000
- Job Placements: 48,000
Our Team: More than **2,500** employees and **1,270** volunteers strong.

★★ MILESTONE STAFF ★★

We celebrate and thank these dedicated team members for their long-standing service to Goodwill of Central Arizona.

**20 Years**
- Dennis Kolbe
- Nora Maddox
- Elizabeth Moreno

**15 Years**
- Tim O’Neal
- Ruben Soto
- Edward Telleria

**10 Years**
- Patricia Perez Arredondo
- Henry Keeton
- Martin Mariscal
- Severiano Sanchez
- Michael Skinner
- Bogic Tomic
- Maria Herrera
- Lucia Lagarda
- Dora Quintero
- Maria Angela Sherwood
- Deedra Skipton
- Pablo Vazquez
- Dennis West
Every Donation Makes a Difference.

Thanks to your Goodwill donations and purchases, we helped more than 44,000 people earn a job last year. Thank you Arizona!

Changing Lives Through the Power of Work.

With the support of our community, we’re able to provide job and skills training at more than 20 Career Centers throughout Arizona.

Good for the Planet

When you shop or donate to Goodwill, you help reduce unemployment—and reduce environmental impact at the same time. By giving donated items a second chance at life, we kept more than 100 million pounds of material from going directly into Arizona landfills last year!

In 2014, Goodwill of Central Arizona assisted nearly 75,000 people in their quest for employment, and our efforts to put people to work had an economic impact of over $1 billion.
Every Purchase Counts.

Salwa’s Story

A single mother and student at Mesa Community College, Salwa began volunteering at a Goodwill store to gain marketable job experience. It was through volunteering there that she learned of the no-cost services offered at Goodwill Career Centers.

With the support of her Career Advisor, Tammy, Salwa created a resume, enrolled in and successfully completed Goodwill’s Computer and Customer Service Training program, and began applying for jobs online. When a position opened up at Mesa Community College, Salwa worked closely with Tammy to prepare for the interview, and was hired on-the-spot by the Multi-Cultural ESL department.

A dedicated student and exemplary member of the MCC community, Salwa plans to graduate from MCC and pursue a bachelor’s degree from Northern Arizona University. Her work with the ESL department has led to a new career goal for Salwa: to work as an advisor or counselor at a college, helping international students adjust to life in the United States and achieve their own levels of success.

“I learned so much from Goodwill. What Goodwill offers you, and how they treat people...it’s completely changed my life.”
Goodwill in the Community

2014 Goodwill Career Expo

More than 6,000 people turned out for the 2014 Career Expo to meet with 225 employers representing over 7,000 open positions. Held for the second consecutive year at the University of Phoenix Stadium, the Expo featured an on-site Career Center and a “First Impressions” lounge, which provided job seekers in need with 2,000 pieces of professional clothing donated by Goodwill of Central Arizona employees and retail stores.

Collective Impact

Working in partnership with the following nonprofit organizations, we help bring resources and support to Arizona’s most vulnerable communities.

The City of Phoenix
Fresh Start Women’s Foundation
The Salvation Army
A New Leaf
St. Mary’s Food Bank
Arizona Women’s Education Employment

Donation Drives

Goodwill Donation Drives help schools, athletic clubs and other nonprofit organizations raise funds while advancing the mission of Goodwill. In 2014, we partnered with local groups to host 259 donation drives, collecting more than 976,901 pounds of donated goods!
Award of Distinction

Goodwill Commercial Maintenance was proud to accept the 2014 Award of Distinction for Commercial Redesign from the Arizona Landscape Contractors’ Association (ALCA) for their work for the Desert Schools Federal Credit Union. This is the first landscaping award given to Goodwill Commercial Maintenance by the ALCA.

An Evening of Goodwill

On October 11, friends of Goodwill came together for our annual fundraiser, Denim & Diamonds. The event raised gross proceeds totaling just over $470,000, making the 2014 Evening of Goodwill our most successful event to date!

We are grateful to all of our attendees and sponsors, and hope you’ll join us for the 2015 Evening of Goodwill on October 10th at the Fairmont Scottsdale Princess. Visit eveningofgoodwillaz.org to learn more.
## Support & Revenue from the Community

<table>
<thead>
<tr>
<th>Service</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donated Goods Program</td>
<td>$119,874,585</td>
</tr>
<tr>
<td>Workforce Development Services</td>
<td>$1,376,064</td>
</tr>
<tr>
<td>Commercial Services Contracts</td>
<td>$4,327,224</td>
</tr>
<tr>
<td>Contributions &amp; Grants</td>
<td>$3,214,365</td>
</tr>
<tr>
<td>Other</td>
<td>$833,973</td>
</tr>
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</table>

**Total Support & Revenue:** $129,626,211

## Goodwill Gave Back to the Community

### Program Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>Donated Goods Program</td>
<td>$102,436,833</td>
</tr>
<tr>
<td>Workforce Development Services</td>
<td>$8,887,780</td>
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<tr>
<td>Commercial Services Contracts</td>
<td>$4,751,553</td>
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</table>

### Support Services

<table>
<thead>
<tr>
<th>Service</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management &amp; General</td>
<td>$12,500,753</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$328,747</td>
</tr>
<tr>
<td>Operational Reserves/Capital Replacement</td>
<td>$720,545</td>
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</tbody>
</table>

**Total Amount Given Back To The Community:** $129,626,211
# 2014 Financial Overview

## Consolidated Statements of Financial Position

### Assets
- Cash & Receivables: $9,527,883
- Prepaid: $980,042
- Inventories: $6,371,701
- Investments: $10,512,729
- Land, Buildings & Equipment: $40,458,900
- Other: $1,094,556

**Total Assets:** $68,945,811

### Liabilities & Net Assets
- Accounts Payable: $1,508,710
- Accrued Expenses: $5,440,531
- Deferred Rent & Revenue: $16,534,134
- Long-term Debt: $10,572,864
- Other: $445,468
- Net Assets: $34,444,104

**Total Liabilities & Net Assets:** $68,945,811
Board of Directors

Chair
Dr. Edward F. Oxford
Banner Health

Immediate Past Chair
Jack W. Milligan
Leathers Milligan and Associates

Secretary
William M. Fischbach III
Tiffany & Bosco

Treasurer
Thomas Freeze
ESI Ergonomic Solutions, LLC

President & CEO
Tim O’Neal
Goodwill of Central Arizona

BOARD MEMBERS

Jeffrey Bell
MidFirst Bank

Lynne Courville
Mobile Mini

Patrick Dinkel
Arizona Public Service Company

Dr. Victoria E. Jones
Consultant

Steve R. Kedzior
Paradigm Technology, Inc.

Christopher J. Koziol
Aspect Software, Inc.

Jim Mulligan
Makewise, LLC

Paulina Vazquez-Morris
Withey Morris, PLC

Meg DelBrocco
Bank of Arizona

Rachael Montoya
US Bank
Your gift can help us fight unemployment in Arizona. **Thank you for your support!**