

GOODWILL OF CENTRAL & NORTHERN ARIZONA

ANNUAL *Report*



2017
FIGHTING UNEMPLOYMENT *in Arizona*

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FIGHTING UNEMPLOYMENT IN 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 to local hiring companies. Additionally, Goodwill's efforts divert nearly 200 million pounds of materials from going directly to Arizona landfills every year.

Thank you for *your goodwill.*

2017 ACHIEVEMENTS

2017 GOALS

PEOPLE SERVED:
100,000

PEOPLE PLACED:
45,000

2017 RESULTS

PEOPLE SERVED:
105,502

PEOPLE PLACEMENTS:
45,427

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 OF CENTRAL & NORTHERN ARIZONA...

Empowers INDIVIDUALS

by preparing and connecting job seekers to local employers.

Strengthens FAMILIES

by helping anyone who walks through the door.

Builds Stronger COMMUNITIES

by partnering with schools, youth programs and other organizations.

2017 FINANCIAL OVERVIEW

SUPPORT AND REVENUES

Donated goods programs	156,570,954
Workforce development services	728,327
Contributions and grants	2,578,243
Commercial services contracts	2,136,271
Other income	694,141
TOTAL SUPPORT AND REVENUES	\$162,707,936

GOODWILL IN OUR COMMUNITY

PROGRAM SERVICES

Thrift operations	140,769,768
Mission services	6,889,117
Commercial maintenance	2,581,404

SUPPORT SERVICES

Management and general	16,422,391
Fundraising	468,555

TOTAL GIVEN BACK TO THE COMMUNITY **\$167,401,235**

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

Cash and receivables	8,672,115
Prepays	879,230
Inventory	8,403,272
Investments	11,364,115
Land, buildings and equipment, net	39,540,623
Other assets, net	1,115,431

TOTAL ASSETS **\$69,974,786**

LIABILITIES & NET ASSETS

Accounts payable	2,830,958
Accrued expenses	5,395,496
Deferred rent and revenue	23,219,634
Long-term debt	5,704,884
Other	371,939
Net Assets	34,451,875

TOTAL LIABILITIES & NET ASSETS **\$69,974,786**

GOODWILL

in our community



Goodwill career centers and community outreach efforts helped place more than 45,000 Arizonans in jobs.



More than 1,000 veterans connected to Arizona jobs after using Goodwill career services in 2017.



90 retail locations earned \$156.6 million in revenue. Total annual revenue: \$162.7 million.



More than 2 million donation incidents, including 920 donation drives to benefit local schools, nonprofits, and other efforts, diverted more than 200 million pounds of materials from going directly to Arizona landfills.



Goodwill gave more than \$236,000 back to schools, youth sports, and other community groups through 920 donations drives in 2017.



Through the Goodwill Gives register change campaign, Goodwill raised more than \$125,000 for five other local nonprofits in 2017.



More than 3,000 Goodwill employees across administration, retail and mission services made our efforts to fight unemployment in Arizona possible.

Thank you for *your goodwill*

GOODWILL'S *Circle of Impact*

Donate
Items dropped off at our 90+ donation centers are given new life as Goodwill merchandise.

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



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

Empower
Our mission services empower people to develop new skills, increase their earnings, and reach their fullest potential.



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