



Ending Poverty THROUGH THE **POWER OF WORK**

2022 ANNUAL REPORT

GOODWILL OF CENTRAL & NORTHERN ARIZONA
GOODWILL INDUSTRIES OF MONOCACY VALLEY

WE ARE MORE THAN A STORE

At Goodwill of Central and Northern Arizona and Goodwill Industries of Monocacy Valley, we're empowering individuals, strengthening families, and building stronger communities. Our commitment is to help the unemployed and underemployed prepare for and secure higher-paying jobs. We can only achieve this mission because of you.

Through the generous donations and support of our shoppers, donors, and community partners, we continue to provide critical services to the thousands of individuals and families who count on us.

We're proud to offer no-cost career development, training, and education resources. Together, we can remove barriers and help people work their way out of poverty so that they can build better futures for themselves, their families, and our community.

Thanks to your goodwill, we're closer to realizing our vision of *ending poverty through the power of work.*



2022 FINANCIAL OVERVIEW

SUPPORT & REVENUES

TOTAL SUPPORT AND REVENUES	268,927,121
MISSION SERVICES	227,352
CONTRIBUTIONS AND GRANTS	7,330,073
OTHER INCOME	2,054,896
TOTAL SUPPORT AND REVENUES	\$278,539,442

GOODWILL GAVE BACK TO THE COMMUNITY

PROGRAM SERVICES

THRIFT OPERATIONS	217,808,393
MISSION SERVICES	6,675,681
EDUCATION SERVICES	3,081,355
BROKERAGE OPERATIONS	61,963

SUPPORT SERVICES

MANAGEMENT AND GENERAL	36,437,855
FUNDRAISING	1,065,287
TOTAL GIVEN BACK TO THE COMMUNITY	\$265,130,534

2022 FINANCIAL OVERVIEW

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

CASH AND RECEIVABLES	22,042,960
PREPAIDS	4,333,491
INVENTORY	14,571,941
INVESTMENTS	37,565,508
LAND, BUILDINGS AND EQUIPMENT, NET	37,357,102
RIGHT-OF USE-ASSETS, NET	225,499,614
OTHER ASSETS, NET	2,480,852
TOTAL ASSETS	\$343,851,468

LIABILITIES & NET ASSETS

ACCOUNTS PAYABLE	9,140,626
ACCRUED EXPENSES	12,002,295
DEFERRED RENT AND REVENUE	617,900
FINANCING AND CAPITAL LEASE OBLIGATIONS	231,396,594
OTHER LIABILITIES	36,865,543
TOTAL LIABILITIES	\$290,022,958

Your Goodwill is...

When Breanna was in fourth grade, her family moved to find a home away from the influence of drugs and violence. Soon after, Breanna's father was in and out of the picture, and her mother started to isolate herself. Breanna had to grow up fast. "I started to take care of my brothers and sisters, making sure that their homework was completed after school, making sure that they were getting showers and baths... that went on for a couple years."

Breanna had to start supporting herself financially at 16. She worked full time while finishing school, but she still couldn't afford rent. An online search led Breanna to apply to Goodwill. She was nervous about the interview, but she got the job and started on her 18th birthday.

Breanna showed up ready to learn and grow, asking questions, working hard, going the extra mile, and covering shifts whenever needed. Two months in, she was promoted to Customer Service Manager. Only five short years later, Breanna is a



EMPOWERING INDIVIDUALS

District Manager and runs eight Goodwill stores in Frederick and Carroll County, Maryland. She knows her four year old son is proud of her and she's happy with the life she's able to provide for her children.

"When I walked into Goodwill five years ago, I was someone that was very nervous, very scared, I didn't know what I was doing with my life. And five years later, I have built a career path for myself."

Your Goodwill is...

Sonia was a single teenage mother of two by the time she was 19. “I was hopeless, and I was afraid.”

When Sonia walked into a Career Center looking for work, Career Coach Alexandria could see she had a fire and determination in her. “I found out how dedicated she was to upskilling herself. She wanted to take our self-paced digital literacy program to earn her Northstar Certificate. She made sure that all her free time was spent in the center to complete it.”

Sonia was a fast learner and completed the program quickly, and she immediately signed up for the financial literacy course. “I’ve always learned the wrong way on how to save money. I am saving money today, taking care of my debt and my credit.”

Sonia has since completed the financial literacy and digital literacy courses, and continues to work on improving herself, finding motivation to be better for her kids. “When I was young, I was always



STRENGTHENING FAMILIES

taught to do everything for yourself, because it was shameful and embarrassing to reach out for help...it meant that you were weak. I just had to have the courage to ask for help, and I didn’t think it was going to be that easy, but it was.”

“I have big dreams, and big goals, and I’m so happy to say that now because I’m a different person today, and I just want to be a better person for myself, my family and my community.”

Goodwill IN OUR COMMUNITY

ARIZONA



2022 ACHIEVEMENTS

348,918

SERVICES PROVIDED



ARIZONANS PLACED
IN EMPLOYMENT
1,932



TRAINING
COURSES TAKEN
36,671



CREDENTIALS
EARNED
816



POUNDS OF MATERIAL
DIVERTED
60 MILLION

MARYLAND



2022 ACHIEVEMENTS

13,213

SERVICES PROVIDED



MARYLANDERS PLACED
IN EMPLOYMENT
27



TRAINING
COURSES TAKEN
1,742



CREDENTIALS
EARNED
89



POUNDS OF MATERIAL
DIVERTED
4 MILLION

Giving Society

UPHOLDER

\$10,000+ A YEAR FOR 5 YRS

Commit Agency
Tower Compactor Rentals
Charles Luther
Tim O'Neal

CHAMPION

\$5,000 - \$9,999 A YEAR FOR 5 YRS

D.G. Fenn Construction
RWC IDEALEASE LLC
Susan Barnes
Scott Wood

BENEFACTOR

\$1,000 - \$4,999 A YEAR FOR 5 YRS

Ashton Tiffany
Belinda Banger
Bryant Barber
Brenda Blunt
Cindy Bostinelos
Jeff Bucher
Tiffany Bucher
Chuck & Debby Carlise
Mikel Todd Cole
Helen Cook
Mark Davis
Meg Delbrocco
Julie Dunnigan
Rachelle Durham
William M Fischbach
Beth Forsberg
Tom and Margie Freeze

Barbara Gomez
Angela Gonzalez
Xavier Gutierrez
Jackie Halleen
Phillip Halleen
Jim Hayden
Chris Hogan
Jenny Holsman Tetreault
Camryn Holt
Victoria Jones
Peter Kuhn
Todd and Kelly LaPorte
Tim LaSota
Nate Lowrie
Lesley Malmstrom
Richard McCartney

Caroline McGroder
Jason Morris
Courtney Nelson
Dr. Edward and Janet Oxford
Nireesh Pande
Carol Perry
Andrew Royer Phelps
Spencer Ray
Berni Reina
Ian Rodgers
Kim Ryder
Erik Sacks
Ray Schey
Lane Schonour and Family
In Memory of James McGovern
Julie Stiak
Katrina Thurman
Stan Yamamoto



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