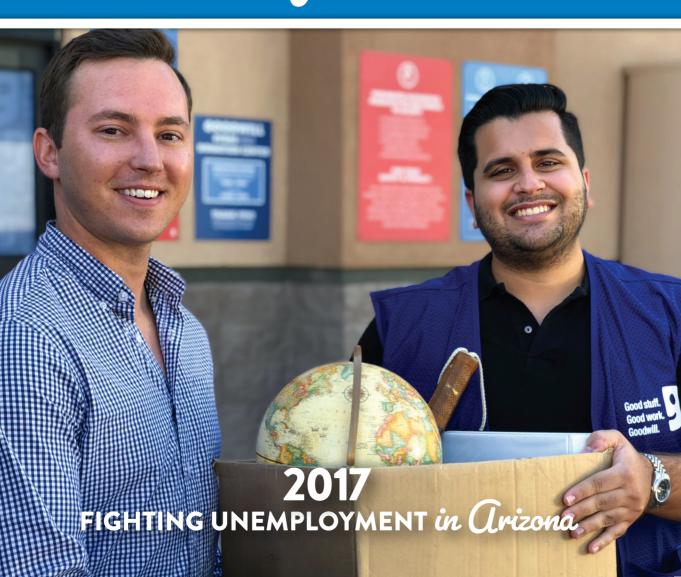
GOODWILL OF CENTRAL & NORTHERN ARIZONA

ANNUAL Report



2017 ANNUAL REPORT 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

2017 RESULTS

PEOPLE SERVED:

PEOPLE SERVED:

100,000

105,502

PEOPLE PLACED:

PEOPLE PLACEMENTS:

45,000

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

TOTAL SUPPORT AND REVENUES	\$162 707 936
Other income	694.141
Commercial services contracts	2,136,271
Contributions and grants	2,578,243
Workforce development services	728,327
Donated goods programs	156,570,954

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	140 555

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

\$167,401,235

TOTAL GIVEN BACK TO THE COMMUNITY

ASSETS	
Cash and receivables	8,672,115
Prepaids	879,230
Inventory	8,403,272
Investments	
Land, buildings and equipment, net	39,540,623
Other assets, net	
TOTAL ASSETS	\$69,974,786
LIABILITIES & NET ASSETS	
	2,830,958
Accounts payable	
Accounts payable	5,395,496
Accounts payable	5,395,496 23,219,634
Accounts payable	5,395,496 23,219,634 5,704,884
Accounts payable Accrued expenses Deferred rent and revenue Long-term debt	5,395,496 23,219,634 5,704,884 371,939

GOODY LL 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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