



2015 ANNUAL REPORT

FIGHTING UNEMPLOYMENT IN ARIZONA.

GOODWILL 
of Central Arizona

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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.

Thank you for *your goodwill.*

2015 Achievements

2015 GOALS

PEOPLE SERVED:
80,000

JOB PLACEMENTS:
48,000

2015 RESULTS

PEOPLE SERVED:
86,158

JOB PLACEMENTS:
78,568

PEOPLE PLACED:
42,820

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 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.

2015 FINANCIAL OVERVIEW

SUPPORT AND REVENUES

| | |
|-------------------------------------|----------------------|
| Donated goods programs..... | 131,981,373 |
| Workforce development services..... | 1,182,958 |
| Contributions and grants..... | 2,656,490 |
| Commercial services contracts..... | 4,219,458 |
| Other income..... | 556,145 |
| TOTAL SUPPORT AND REVENUES | \$140,596,424 |

GOODWILL GAVE BACK TO THE COMMUNITY

| | |
|--|----------------------|
| PROGRAM SERVICES | |
| Thrift operations..... | 112,188,665 |
| Workforce development..... | 7,794,428 |
| Commercial maintenance..... | 4,471,809 |
| SUPPORT SERVICES | |
| Management and general..... | 15,004,808 |
| Fundraising..... | 276,466 |
| Operational Reserves/ Capital Replacement..... | 860,248 |
| TOTAL GIVEN BACK TO THE COMMUNITY | \$140,596,424 |

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| | |
|---|---------------------|
| ASSETS | |
| Cash and receivables..... | 12,930,461 |
| Prepays..... | 977,446 |
| Inventory..... | 6,957,650 |
| Investments..... | 10,470,243 |
| Land, buildings and equipment, net..... | 39,759,345 |
| Other assets, net..... | 839,904 |
| TOTAL ASSETS | \$71,935,049 |
| LIABILITIES & NET ASSETS | |
| Accounts payable..... | 2,912,194 |
| Accrued expenses..... | 6,321,395 |
| Deferred rent and revenue..... | 18,001,115 |
| Long-term debt..... | 8,943,068 |
| Other..... | 475,104 |
| Net Assets..... | 35,282,173 |
| TOTAL LIABILITIES & NET ASSETS | \$71,935,049 |

GOODWILL'S *Circle of Impact*

Donate

Items dropped off at our 70+ 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

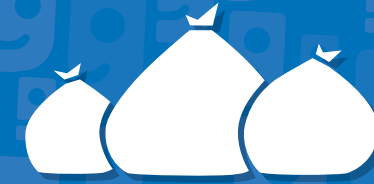
Empowered individuals build stronger families and strengthen communities leading to more people able to give back themselves.

Empower

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

GOODWILL

in our community



More than 2 million donation incidents, including 343 donation drives to benefit local schools, nonprofits and other efforts, diverted more than 10 million pounds of materials from going directly to Arizona landfills.



Goodwill career centers and community outreach efforts served more than 86,000 job seekers and helped place more than 42,000 Arizonans in jobs.



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



69 retail locations earned \$132 million in revenue.
Total annual revenue: \$140 million.



More than 3,000 Goodwill employees across administration, retail, commercial maintenance, and workforce development made our efforts to fight unemployment in Arizona possible.



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