



2016 ANNUAL REPORT

FIGHTING UNEMPLOYMENT IN ARIZONA.

GOODWILL 
of Central & Northern 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.*

2016 Achievements

2016 GOALS

PEOPLE SERVED:
90,000

PEOPLE PLACED:
44,000

2016 RESULTS

PEOPLE SERVED:
99,524

JOB PLACEMENTS:
78,568

PEOPLE PLACED:
44,457

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.

Stronger COMMUNITIES

by partnering with schools, youth programs and other organizations.

2016 FINANCIAL OVERVIEW

SUPPORT AND REVENUES

Donated goods programs.....	143,368,683
Workforce development services.....	1,331,741
Contributions and grants.....	3,331,244
Commercial services contracts.....	3,022,127
Other income.....	269,199
TOTAL SUPPORT AND REVENUES	\$ 151,322,994

GOODWILL IN OUR COMMUNITY

PROGRAM SERVICES

Thrift operations.....	124,593,546
Workforce Development.....	8,449,778
Commercial Maintenance.....	3,308,654

SUPPORT SERVICES

Management and general.....	15,147,929
Fundraising.....	304,847
Operational Reserves/ Capital Replacement.....	-

TOTAL GIVEN BACK TO THE COMMUNITY **\$ 151,804,754**

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

Cash and receivables.....	11,511,245
Prepays.....	910,383
Inventory.....	7,626,647
Investments.....	10,308,757
Land, buildings and equipment, net.....	41,112,533
Other assets, net.....	1,064,196
TOTAL ASSETS	\$72,533,761

LIABILITIES & NET ASSETS

Accounts payable.....	2,296,328
Accrued expenses.....	6,834,677
Deferred rent and revenue.....	20,947,631
Long-term debt.....	7,318,779
Other.....	276,059
Net Assets.....	34,860,287
TOTAL LIABILITIES & NET ASSETS	\$72,533,761

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



Goodwill career centers and community outreach efforts served nearly 100,000 job seekers and helped place more than 44,000 Arizonans in jobs.



More than 1,000 veterans connected to Arizona jobs after using Goodwill career services in 2016.



75 retail locations earned \$124.6 million in revenue. Total annual revenue: \$151.3 million.



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



More than 2 million donation incidents, including 433 donation drives to benefit local schools, nonprofits, and other efforts, diverted more than 100 million pounds of materials from going directly to Arizona landfills.



Goodwill gave more than \$166,000 back to schools, youth sports, and other community groups through 433 donation drives in 2016.



Through the Goodwill Gives register change campaign, Goodwill raised more than \$100,000 for seven other local nonprofits in 2016.



More than 3,000 Goodwill employees across administration, retail, Commercial Maintenance, and Workforce Development made our efforts to fight unemployment in Arizona possible.

Thank you for your goodwill



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