DONATE STUFF
SHOP GOODWILL®
CREATE JOBS

#LWIFGoodwillMV
It was just one year ago that our Board of Directors made the selection of a new President and CEO for your Goodwill® – Goodwill Industries of the Monocacy Valley, (GIMV) serving the counties of Frederick and Carroll in the state of Maryland.

Having accepted the leadership role for such an iconic global brand–one making social impact in local communities for over 100 years–is truly a privilege and a highlight of my career. Representing your Goodwill and our collective impact in the lives of those who receive services from GIMV, is awe-inspiring.

Most of you know Goodwill through our retail stores. Your first line of engagement is often times your experience as a donor or as a shopper of Goodwill and your generosity should never be taken for granted.

When I assumed my role as President and CEO on July 5, 2016, we set into action to transform your Goodwill into all that it can and should be for this community.

What exactly is that? It is a thriving social enterprise comprised of employees at all levels of the organization committed to the idea of service.

From donor appreciation, to customer service in our stores, to our program services offered through a lens of compassion, perseverance and commitment, our aim is to create an amazing experience no matter your touch point to Goodwill.

We face many challenges as we work toward achieving that amazing Goodwill experience, but the results of our efforts are beginning to show. Our stores are in the process of being refreshed through our “Look What I Found™” campaign. We also continue to be recognized in the social services sector as a “go to” provider of services to those in need of employment and employment transitional services in the community.

This annual report represents what we have accomplished in 2016. We will build an even stronger and more impactful social enterprise serving your communities in 2017 and beyond.

If you are looking for a great value in our stores; a good steward of your donations; or a life-transforming event of opportunity, independence or pride through our services, then your Goodwill, Goodwill Industries of the Monocacy Valley, is the place for you to find the “Look What I Found” experience.

Michael H. Meyer
President & CEO

Mike McMullin
2016 Chair, GIMV Board of Directors
For four years, Andrew Sweeney worked as a silverware roller and kitchen prepper at a restaurant in Eldersburg, MD. While Andrew enjoyed his job, he was eager to expand his work experience beyond food service.

In November 2015, Goodwill Industries of Monocacy Valley connected Andrew with Rachuba Group, a real estate management company. He started volunteering as an office assistant in the company’s Piney Ridge Apartment complex to gain work experience outside of the food industry. By May 2016, the company was so impressed by Andrew’s professionalism and dependability as a volunteer, they offered him a paid full-time position as an administrative office assistant.

Andrew happily accepted the position at Piney Ridge and over the past year, has mastered various office tasks such as filing, copying, and mailing. He also assists with computer tasks by creating flyers and event pages, processing invoices, updating maintenance work orders and generating routine notices for residents.

Rachuba Group is very supportive of Andrew. Once Andrew masters a skill, they challenge him to go beyond his comfort zone and try something new—such as giving potential residents tours of the apartment complex.

Andrew is always challenging himself as well. He has expanded his knowledge of rental property management by attending fair housing training and discrimination training. He has also voluntarily taken Microsoft Excel classes and a Photoshop course to support his office work.
With a smile on his face, Charles Haas arrives every Monday morning at the Goodwill Resource Center in Westminster, MD, enthusiastic and ready for whatever activities are brought his way.

Charles was not sure what he wanted to do after high school. He enrolled in Goodwill Industries of Monocacy Valley’s transitioning youth program. The program connects high school graduating youth with disabilities and other barriers to career exploration opportunities and job-training.

With the help of the team at Goodwill, Charles began a part-time job as a courtesy and cart attendant at Weis Markets. Charles’ hard work, positive attitude and motivation in the transition program quickly prepared him for more responsibility. It wasn’t long until he found full-time work as a bakery assistant at Max and Ruffy’s, a local dog treat bakery. Always eager to learn new tasks, Charles’ employer finds him to be one of the most reliable and hardworking employees in the bakery.

“Goodwill trained me and gave me the skills I needed to find a job,” said Charles. “Without Goodwill, I wouldn’t be where I am today.”

Charles also takes time to participate in and give back to his community whenever possible. When not at Goodwill or his job, Charles participates in track and field events at the Special Olympics; volunteers at Carroll County’s cold weather shelter in the winter months and SERRV; and advocates on behalf of Goodwill.
SPOTLIGHT ON COMMUNITY PARTNERS

Each year, Goodwill Industries of Monocacy Valley works with businesses in the Frederick and Carroll County communities to bring job-training and employment opportunities to the people we serve.

These valuable partnerships allow us to support individuals with disabilities and other barriers from their interviews to training to continuous coaching while working on the job. Some of the partnerships allow Goodwill to offer volunteer hours so individuals can expand their skillset beyond their current work experience. Highlighted below are just a few of the local partnerships that help the people we serve find opportunities and independence through employment right here in our community.

COMMUNITY PARTNER OF THE YEAR

Weis Market, Store #60, Frederick, MD

EMPLOYER OF THE YEAR

Wegmans Food Market, Frederick, MD

VOLUNTEER PARTNERS OF THE YEAR

Carroll Lutheran Village, Westminster, MD
Glade Valley Center, Walkersville, MD
2016 COMMUNITY IMPACT

329,564 DONOR TRANSACTIONS
565,951 SHOPPER TRANSACTIONS

4,335,869 POUNDS OF HOUSEHOLD ITEMS DIVERTED FROM LOCAL LANDFILL

240 INDIVIDUALS EMPLOYED BY GOODWILL
8 RETAIL STORES
2 EMPLOYMENT RESOURCE CENTERS

$6,562,444 TOTAL WAGES AND BENEFITS PAID TO GOODWILL EMPLOYEES
PROGRAMS AND SERVICES

PEOPLE SERVED
631

SERVICES PROVIDED TO JOB SEEKERS
1,025

PEOPLE PLACED IN EMPLOYMENT
144

YOUTH PROGRAMS AGES 13-21

YOUTH SERVED
82

YOUTH PLACED IN EMPLOYMENT
24

SUPPORT
## 2016 Financial Report

### Current Assets
- $3,638,937

### Other Assets
- $314,641

### Fixed Assets and Noncurrent Assets
- $5,508,169

### Total Assets
- $9,461,747

### Liabilities and Net Assets

#### Current Liabilities
- $1,247,339

#### Noncurrent Liabilities
- $3,335,144

#### Net Assets
- $4,879,264

### Statement of Revenues & Expenses

#### Revenues
- **Donated Goods Retail**: 87%
- **Education & Career Services**: 10%
- **Other**: 3%

**Total Revenues**: $10,410,192

#### Expenses
- **Donated Goods Retail**: 81%
- **Education & Career Services**: 12%
- **Other**: 7%

**Total Expenses**: $11,073,521
LOCATIONS:
RETAIL STORES
DONATION CENTERS
AND
EMPLOYMENT
RESOURCE CENTERS

CARROLL COUNTY
1
Westminster Goodwill & Employment Resource Center
200 Baltimore Blvd
Westminster, MD 21157
(410) 857-3339

2
Eldersburg Goodwill
1346 Liberty Rd
Eldersburg, MD 21784
(410) 552-5060

3
Hampstead Goodwill
721 Hanover Pike
Hampstead, MD 21074
(410) 374-5907

FREDERICK COUNTY
4
Corporate Headquarters, Employment Resource Center & Attended Donation Center
400 East Church St
Frederick, MD 21701
(301) 662-0622

5
Frederick Goodwill, Rt 85
5831 Buckeystown Pike
Frederick, MD 21704
(301) 668-5363

6
Frederick Goodwill, Golden Mile
101 Willowdale Drive
Frederick, MD 21702
(301) 360-1342

7
Middletown Goodwill
805 E Main Street
Middletown, MD 21769
(240) 490-8019

8
Thurmont Goodwill
202 East Main Street
Thurmont, MD 21788
(301) 271-2100

9
Walkersville Goodwill
8425 Woodsboro Pike
Walkersville, MD 21793
(301) 304-2893
# 2016 Financial Donors

## Platinum ($5,000-10,000)
- Ausherman Family Foundation
- The Bess and Frank Gladhill Fund for Goodwill
- United Way of Frederick County
- William Cross Foundation, Inc.

## Diamond ($1,000-3,000)
- David Runkles
- Norman and Betty Waltz

## Gold ($500-4,999)
- Morgan Stanley
- Ryder Transportation
- Schaefer Financial Group
- Tourism Council of Frederick County, Inc.
- Woodsboro Bank

## Silver ($250-499)
- Costco #1052
- Gettysburg Auto Auction
- Linton Shafer Warfield & Garrett, P.A.
- Mike McMullin
- President Elizabeth Burmaster
- The Auto Spa
- The Insurance Exchange
- Weiss Bros.

## Bronze ($50-249)
- Etiquette for Everyday
- Michael and Catherine Mock

## In-Kind Donations
- Solutions ITW
- United Way of Frederick County

## Donation Bin Hosts
- American Red Cross of Walkersville
- Beckley’s Country Store
- Blossom & Basket Boutique
- Brown’s Liquors
- California Tortilla
- Carroll County Agricultural Center
- Carroll County Community College
- Cedar Crossing Apartments
- Cedarhurst Universal Unitarian Church
- Cintas
- Clearview Car Care
- Coach’s Deli
- Cranberry Elementary School
- Double T Diner
- East Middle School
- Ebb Valley Elementary School
- Ebenezer United Methodist Church
- Eldersburg Elementary School
- Eldersburg Self Storage
- Elmer A. Wolfe Elementary School
- Freedom District Elementary School
- Family Dollar
- First Baptist Church
- Francis Scott Key High School
- Franklin Liquors
- Frederick Community College
- Continuing Education Center
- Frederick Community College
- Frederick Indoor Sports Center
- Friendship Valley Elementary School
- Green Valley Shopping Center
- Growth Team Strategies
- Gunner’s Grill
- Haney Volunteer Fire Company
- iHire
- Liberty High School
- Linton Springs Elementary School
- Little Gym
- Lowe’s
- Manchester Valley High School
- Mechanicsville Elementary School
- Mount Airy Collision Center
- New Windsor Bank – Westminster
- New Windsor Middle School
- North Carroll High School
- Northwest Middle School
- NY J&P Pizza
- Olson House
- Parr’s Ridge Elementary
- RE/MAX Realty Plus
- Regus
- Rob’s Service Center
- Sandymount Elementary School
- Share it Again Consignment and Gift Shop
- Shiloh Middle School
- SonaBank
- South Carroll High School
- St. Mark’s Lutheran Church
- St. Paul’s Lutheran Church
- Sykesville Middle School
- The Corner – J & P Pizza
- Thorpewood
- Thunderhead Bowl & Grill
- Town of Myersville
- Town of New Market
- Tressie’s Pizza
- Tuckers Tae Kwon Do
- United Healthcare
- Wayman AME Church
- West Middle School
- Westminster High School
- Westminster Municipal Pool
- William Miller
- Winfield Elementary School
- Woodsboro Bank
- Worn With Luv
- YMCA
2016 BOARD OF DIRECTORS

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SENIOR LEADERSHIP TEAM

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