

# 2016 ANNUAL REPORT



PROPORTION



Goodwill  
Monocacy  
Valley

**DONATE STUFF**  
**SHOP GOODWILL®**  
**CREATE JOBS**

**#LWIFGoodwillMV**



**Goodwill  
Monocacy  
Valley**



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



# 2016 The Power of Work Awards

## GRADUATE OF THE YEAR *Andrew Sweeney*

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.



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## 2016 The Power of Work Awards

### ACHIEVER OF THE YEAR *Charles Haas*



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.



# JOB-TRAINING



## 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



# OPPORTUNITY

# 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

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**CURRENT ASSETS**  
**\$3,638,937**

**OTHER ASSETS**  
**\$314,641**

**FIXED ASSETS AND  
NONCURRENT ASSETS**  
**\$5,508,169**

**TOTAL ASSETS**  
**\$9,461,747**

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**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

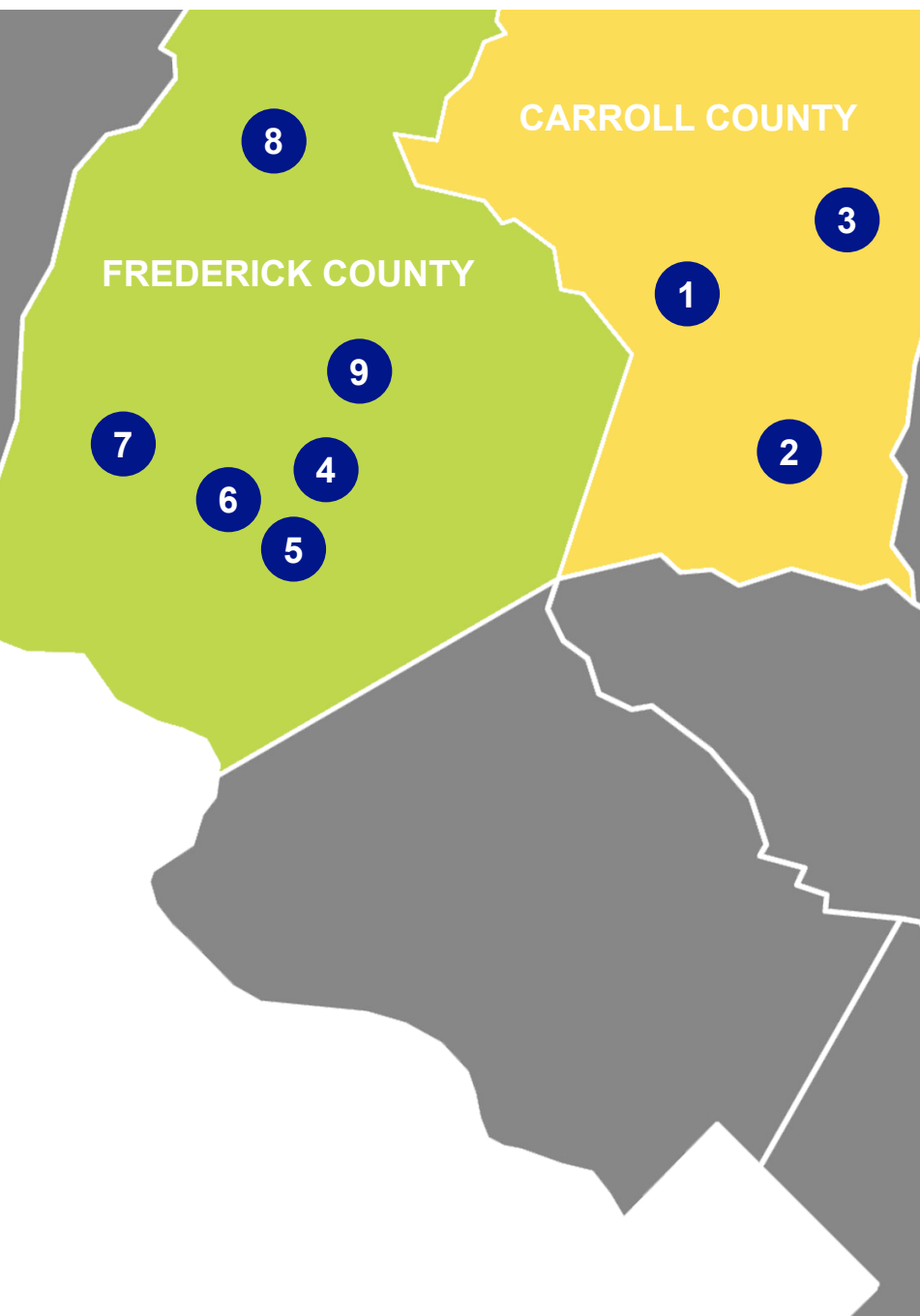
**12%**

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  
Harney 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





Front Row: Mike McMullin, George Cox, John Fieseler, Kelly Frager  
Back Row: Michael Mock, Dr. Theresa Alban, Lucy Tannozzini, Michael Meyer, Thomas Clagett

## 2016 BOARD OF DIRECTORS

Mike McMullin, <i>Chair</i>	Thomas Clagett
George Cox, <i>Vice Chair</i>	Kelly Frager
Jim Summers, <i>Treasurer</i>	Pat Hogan
Katie Barkdoll, <i>Secretary</i>	Cindy Miller
John Fieseler, <i>Member-at-Large</i>	Michael Mock
Dr. Theresa Alban	Chris Roemer
Dr. Elizabeth Burmaster	Joe Silhavy

## SENIOR LEADERSHIP TEAM

Michael H. Meyer, *President & CEO*  
 Christopher P. Hotaling, *CFO*  
 Ramenta Cottrell, *Director of Workforce Development*  
 Melissia Emmert, *Director of Donated Goods Retail*  
 Rick Hill, *Director of Operations*  
 Amy M. Lyons, *Director of Marketing*  
 Kimberly Myers, *Director of HR*  
 Sharon Hodges, *Executive Assistant*  
 Ross Cooper, *IT Systems Engineering Manager*



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[www.GIMV.org](http://www.GIMV.org)

