

# building a brighter future

2017 annual report



Goodwill  
Monocacy  
Valley

# 2017 graduate of the year

## ashley hann



Ashley Hann heard about Goodwill Industries of Monocacy Valley's Transitions youth program, which helps students prepare to transition from school to work, from one of her teachers during her freshman year of high school.

Throughout high school, Ashley worked with GIMV to hone her job skills and navigate a future career path. She volunteered at a local assisted living home helping with activities and outings.

After completing the Transitions program, Ashley participated in GIMV's pre-employment transition program (pre-ETS), which helped her write a resume and prepare for interviews. It was in the pre-ETS program when she began to wonder what her career path after high school would look like. She decided that becoming a nursing assistant best fit her strengths.

"I just wanted to be helpful anyway I could," Ashley said when talking about researching careers and finding the right fit for her.

She loved getting to know the patients and hearing their stories while volunteering at the assisted living home. The experience Ashley received while volunteering at the assisted living home gave her the confidence, patience and perseverance she needed to become a certified nursing assistant.

Ashley did not pass her certified nursing assistant test on the first try, but she did not let that discourage her. Instead, she sought the help of a tutor and with the encouragement of her parents, teachers and friends, she kept trying.

Ashley's job coach said, "If I could use one word to describe Ashley, it would be perseverance."

She did become certified after taking the test a second time. Ashley has pushed herself to succeed and take control of her own career path.

# 2017 achiever of the year

## shawn sites



After completing high school and receiving his Maryland Certificate of Completion from Frederick County Public School's SUCCESS program, a secondary vocational program for young adults with disabilities, Shawn Sites turned to Goodwill Industries of Monocacy Valley to help him find a job.

Shawn started out working at a local grocery store stocking shelves and cleaning. While he liked working at the grocery store, he was searching for a job that would bring him independence and allow him to live on his own.

His dream was to own his own home and marry his longtime girlfriend, Rachael. GIMV helped him find a full-time job with more growth potential at the local military base to make that dream come true.

Shawn's job at the local military base is contracted through Horizon Goodwill Industries in Hagerstown, MD. The two local Goodwills work together to make sure that Shawn has everything he needs to succeed. Some of his ongoing services include training with a Goodwill® job coach, securing transportation to and from work every day, and understanding his finances.

With his new job, Shawn was able to reach his goals. Shawn and Rachael were able to move out from his parents' home, by first renting an apartment and then purchasing a home of their own in 2016. In 2017, Shawn and Rachael were married.

In an interview, Shawn said, "Goodwill is like family to me. They help show that people with disabilities are just like everyone else."

# community impact 2017

655 

Total people served

107 

Total youth served

90 

People placed into  
employment

32 

Youth placed into  
employment

14,450  Sessions of  
job training

65  Number of  
volunteers

310

Number of people  
employed by Goodwill®



Total wages paid: \$6,256,038



Total benefits paid: \$1,515,272

2,456 tons



Diverted from local landfills



603,251  Shopper  
transactions



211,260  Donor  
transactions

# financial report

## 2017

current assets  
**\$4,456,468**

other assets  
**\$229,723**

fixed assets and  
noncurrent assets  
**\$5,345,036**

total assets  
**\$10,031,227**

### LIABILITIES AND NET ASSETS

current liabilities  
**\$2,119,439**

noncurrent liabilities  
**\$3,003,661**

net assets  
**\$4,908,127**

## STATEMENT OF REVENUES & EXPENSES

### REVENUES

donated goods retail



education & career services



other



total revenues: **\$13,317,404**

### EXPENSES

donated goods retail



education & career services



other



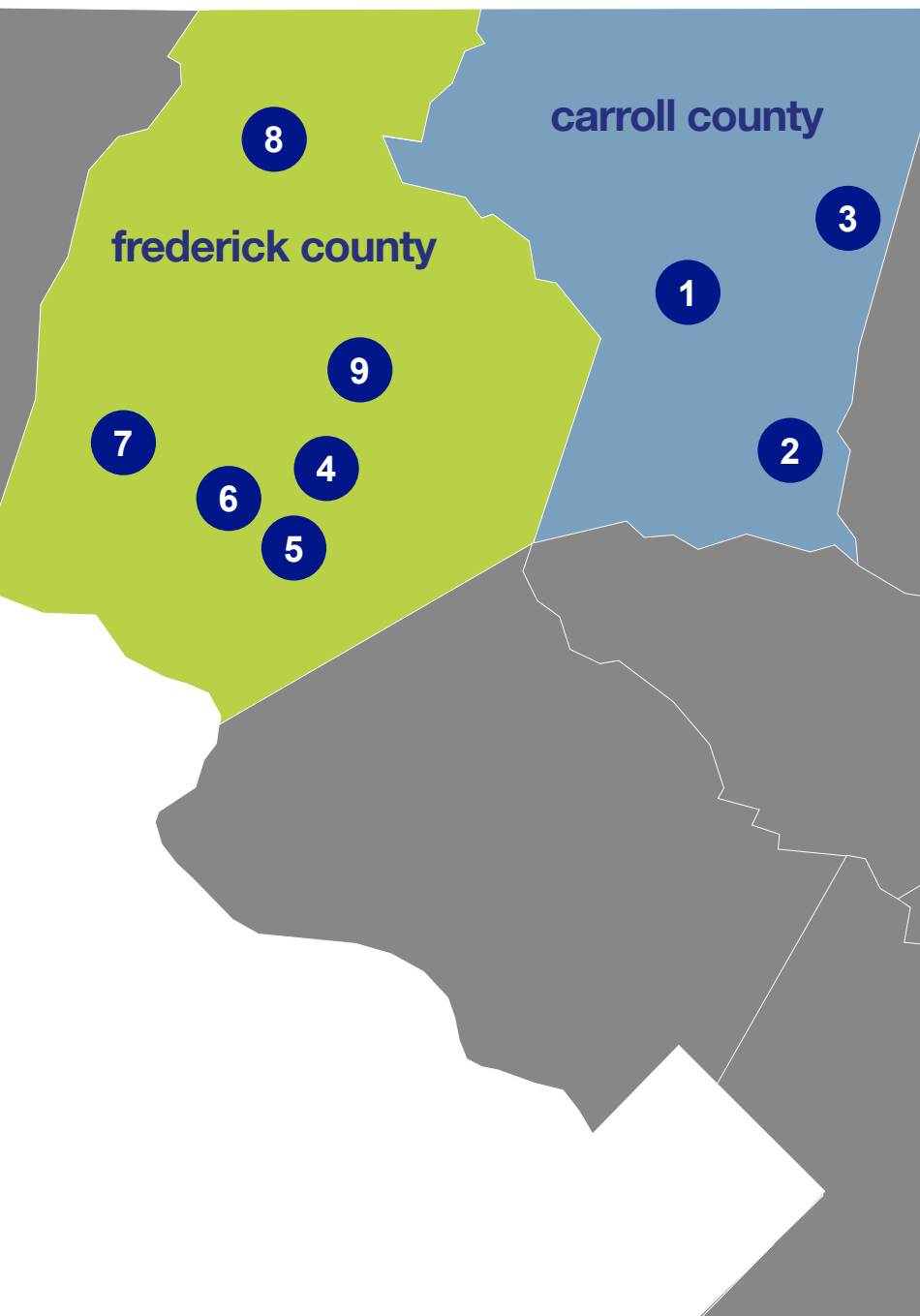
total expenses: **\$13,288,541**

# locations

retail stores

donation centers

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

# financial donors

## 2017

### BB&T

Blue Point Financial, LLC

Brook Lane Health Services

Centric Business Systems

Charis Farms

Cintas Corporation

Coca-Cola North America Group

Costco Depot

Etiquette for Everyday

Evans Environmental Services

Fitzgerald Auto Mall

Give Back Box

Jamar Wholesale, Inc.

Lucy Tannozzini

Maggie's Restaurant

Middletown Associates Limited Partnership

Mobern Lighting Company

Norman E. & Betty F. Waltz Endowment Fund

### Preferred Systems Solutions (PSS)

Ronald Runkles

RTW, Inc./State Auto Insurance

Ruppert Properties

Ryder Truck Rental

Selective Insurance Company

Shopgoodwill.com

The Bess and Frank Gladhill Fund for Goodwill

The Columbia Bank

The Electrical Alliance

Tourism Council of Frederick County

Transwestern

Tyler Donegan Duncan Real Estate

United Way of Frederick County

Visit Frederick

William Cross Foundation, Inc.

WLR Automotive Group, Inc.

Woodsboro Bank





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

## 2017 board of directors

George Cox, Chair	Dr. Theresa Alban
Kelly Frager, Vice Chair	Dr. Elizabeth Burmaster
Katie Barkdoll, Treasurer	Thomas Clagett
Joe Silhavy, Secretary	Michael Mock
John Fieseler, Member-at-Large	Mike McMullin
	Lucy Tannozzini

## senior leadership team

Michael H. Meyer, President & CEO  
 Christopher P. Hotaling, CFO  
 Javier Arreola, Director of eCommerce  
 Ramonta 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 Human Resources  
 Lindsey Swink, Executive Assistant



**Goodwill  
 Monocacy  
 Valley**



400 East Church Street  
 Frederick, Maryland 21701



(301) 662-0622



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