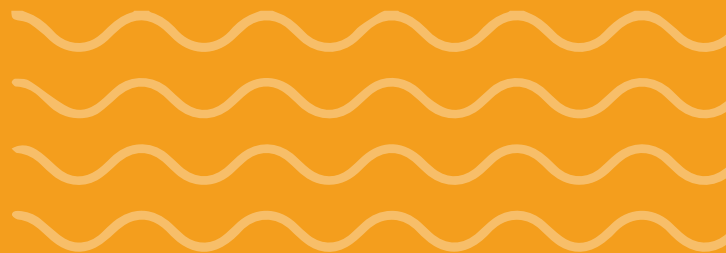


# BREAKING BARRIERS



Goodwill  
Monocacy  
Valley

annual report 2018





**When you shop and donate to Goodwill, you create life-changing opportunities for people in your community.**

2018

**637,742**  
 Shopper transactions

**213,452**  
 Donor transactions

## 2018 COMMUNITY IMPACT



**910**  
Total people served



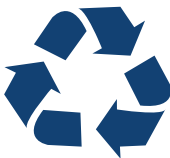
**125**  
Total youth served



**125**  
People placed into employment



**37**  
Total volunteers



**4.2 tons**  
Diverted from local landfills



**335**  
People employed by Goodwill®

**\$** Total wages paid: **\$7,644,041**

**♥** Total benefits paid: **\$1,734,230**

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LANCE  
NORMAN

**ACHIEVER OF THE YEAR**



**“GOODWILL BELIEVES IN ME AND THEY’RE  
PROUD OF ME. THEY’RE PROUD OF THE  
WORK THAT I DO.”**

### **LANCE’S STORY**

Our 2018 Achiever of the Year is Lance Norman. Lance started working with GIMV as a sophomore at Maryland School for the Deaf through the Work-to-Learn program, which allows students access to training and valuable hands-on work experience. He has held positions in our Goodwill retail stores processing clothing and in the eCommerce program fulfilling Shopgoodwill.com online orders. When Lance returned home for his summer break last year, he even worked for neighboring Goodwill Industries of the Chesapeake located in Baltimore, MD.

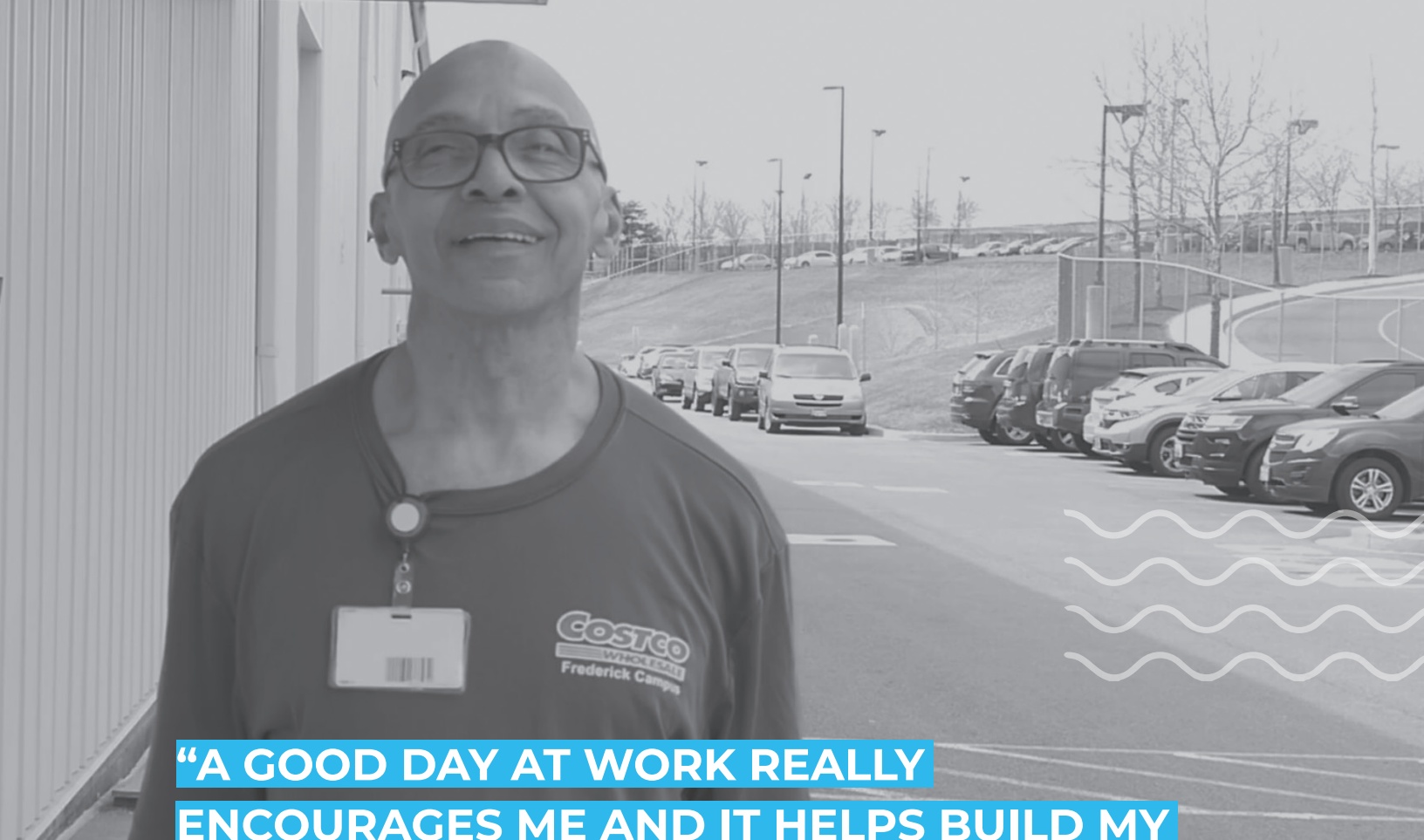
Lance serves as a positive role model to his classmates through his strong work ethic and passion for learning new skills. His job coaches are inspired by his rapid growth and development through the program and anticipate a bright future with many career opportunities ahead.

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DEREK  
KEYES

**GRADUATE OF THE YEAR**





**“A GOOD DAY AT WORK REALLY ENCOURAGES ME AND IT HELPS BUILD MY SELF-ESTEEM. GOODWILL HELPED ME GET MY LIFE BACK IN ORDER.”**

## **DEREK'S STORY**

Our 2018 Graduate of the Year is Derek Keyes. Derek was referred to GIMV in 2013 by Maryland's Department of Rehabilitative Services. Derek's first job after coming to GIMV for support was as a dishwasher. After working for a couple years, Derek was ready for a more challenging role. He decided to return to Goodwill for support in finding a new career.

He soon was hired on the spot by Costco's distribution center where he has now worked for more than three years, moving to full-time status and doubling his wages. Derek takes great pride in his role, always arriving to work on time with a positive attitude, upbeat energy, and an eagerness to learn. He especially enjoys training other employees, "I think I'll be able to help some other people — somebody maybe that has the same disabilities that I have."

# 2018 FINANCIAL STATEMENT

## REVENUES AND EXPENSES

total revenues	\$18,332,322
total expenses	\$16,645,378

## ASSETS

current assets	\$4,572,593
other assets	\$234,299
fixed assets and noncurrent assets	\$5,437,679
total assets	\$10,244,571

## LIABILITIES AND NET ASSETS

current liabilities	\$2,338,490
noncurrent liabilities	\$1,664,003
net assets	\$6,242,078

## SOURCE OF FUNDS



**77%** DONATED GOODS RETAIL

**8%** EDUCATION & CAREER SERVICES

**15%** OTHER

## ALLOCATION OF FUNDS



**77%** DONATED GOODS RETAIL      **9%** EDUCATION & CAREER SERVICES      **14%** OTHER EXPENSES





**Goodwill Industries of  
Monocacy Valley is a 501(c)(3)  
nonprofit organization  
committed to job training,  
education, and career  
opportunities for all.**

## **2018 DONORS**

Ausherman Family Foundation  
The Auto Spa, Lube Center & Auto Repair  
The Bess and Frank Gladhill Fund for Goodwill  
City of Frederick  
The Columbia Bank  
Community Foundation  
The Dapper DJs  
Delaplaine Foundation  
Frederick Keys Baseball  
George Cox, Esq.  
Goodwill Industries International & Google  
Hidden Hills Farm & Vineyard  
iHire  
Julie Gaver  
Matan  
McClintock Distilling  
New York New York Hair Salon & Day Spa  
Norman E. and Betty M. Waltz Endowment Fund  
Optimal Healthcare, Inc.  
Ronald Runkles  
United Way  
Visit Frederick  
W. Jerome Offutt Goodwill Fund  
Wells Fargo  
William E. Cross Foundation, Inc.  
Woodsboro Bank

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Katie Barkdoll, Treasurer  
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Dr. Elizabeth Burmaster  
Joe Donegan  
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Michael Mock  
Mike McMullin  
Lucy Tannozzini

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Javier Arreola, Director of eCommerce  
Gregoria Calderon, Director of Operations  
Ramenta Cottrell, Director of Workforce Development  
Melissia Emmert, Director of Donated Goods Retail  
Amy M. Lyons, Director of Marketing  
Kimberly Myers, Director of Human Resources  
Olga Nielsen, Director of Finance, eCommerce  
Lindsey Swink, Executive Assistant



## GOODWILL INDUSTRIES OF MONOCACY VALLEY

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**Corporate Headquarters,  
Employment Resource Center  
& Attended Donation Center**  
400 East Church St  
Frederick, MD 21701



**Eldersburg Goodwill**  
1346 Liberty Rd  
Eldersburg, MD 21784



**Frederick Goodwill, Rt. 85**  
5831 Buckeystown Pike  
Frederick, MD 21704



**Frederick Goodwill, Golden Mile**  
101 Willowdale Drive  
Frederick, MD 21702



**Hampstead Goodwill**  
721 Hanover Pike  
Hampstead, MD 21074



**Middletown Goodwill**  
805 E Main Street  
Middletown, MD 21769



**Thurmont Goodwill**  
202 East Main Street  
Thurmont, MD 21788



**Walkersville Goodwill**  
8425 Woodsboro Pike  
Walkersville, MD 21793



**Westminster Goodwill &  
Employment Resource Center**  
200 Baltimore Blvd  
Westminster, MD 21157



**Goodwill  
Monocacy  
Valley**

400 East Church Street, Frederick, MD 21701  
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