

2021 ANNUAL REPORT

GOODWILL OF CENTRAL & NORTHERN ARIZONA
GOODWILL INDUSTRIES OF MONOCACY VALLEY



WE ARE SO MUCH MORE THAN A STORE

We're a non-profit dedicated to ending poverty through the power of work. That's our vision at Goodwill of Central and Northern Arizona and Goodwill Industries of Monocacy Valley, and we couldn't do it without your support.

We believe everyone deserves an opportunity to achieve their potential. That's why we fight to remove barriers to employment. Our commitment is to help under-served populations so that they can better provide for their families. We do this by unlocking access to resources that can maximize an individual's lifetime earnings. We equip individuals with no-cost educations and trainings that get them from a minimum wage to a family-sustainable wage in less than 60 days. By building partnerships, we are helping our communities optimize the economic impact of their workforce to close an \$8 billion income gap.

Thanks to your donations, we are building pathways out of poverty.

2021 FINANCIAL OVERVIEW

SUPPORT & REVENUES

DONATED GOODS PROGRAMS	243,379,054
MISSION SERVICES	455,463
CONTRIBUTIONS AND GRANTS	2,470,727
OTHER INCOME	1,341,926
TOTAL SUPPORT AND REVENUE	\$247,647,170

GOODWILL GAVE BACK TO THE COMMUNITY

PROGRAM SERVICES

THRIFT OPERATIONS	196,708,042
MISSION SERVICES	5,770,237
BROKERAGE OPERATIONS	467,427

SUPPORT SERVICES

MANAGEMENT AND GENERAL	26,812,361
FUNDRAISING	1,144,828
TOTAL GIVEN BACK TO THE COMMUNITY	\$230,902,895

2021 FINANCIAL OVERVIEW

CONSOLIDATED STATEMENT of FINANCIAL POSITION

ASSETS

CASH AND RECEIVABLES	19,979,053
PREPAIDS	5,872,100
INVENTORY	13,021,485
INVESTMENTS	43,548,547
LAND, BUILDINGS AND EQUIPMENT, NET	31,259,048
OTHER ASSETS, NET	4,346,819
TOTAL ASSETS	\$118,027,052

LIABILITIES & NET ASSETS

ACCOUNTS PAYABLE	8,689,110
ACCRUED EXPENSES	9,608,313
DEFERRED RENT AND REVENUE	25,371,394
FINANCING AND CAPITAL LEASE OBLIGATIONS	18,631,019
OTHER LIABILITIES	5,305,788
TOTAL LIABILITIES	\$67,605,624
NET ASSETS	50,421,428
TOTAL LIABILITIES AND NET ASSETS	\$118,027,052

YOUR GOODWILL IS EMPOWERING INDIVIDUALS



In 2019, Jay became homeless with \$0 to his name. He was looking to turn his life around and came across a Goodwill Career Center. The Career Coaches helped him update his resume and offered him a job as a forklift driver.

During his first year, Jay took it upon himself to lead the team on the days when his supervisor was off. Interested in growing his job and leadership skills, he signed up for Goodwill's career advancement opportunities. Through team enrichment, job shadowing, and mentorship, Jay became more efficient at his job, which also helped him in his personal life.

Everything was working out well and he was promoted to third shift lead in 2020. Although he had a rocky start adjusting to the times and schedules, he worked through it with the outstanding help of his two supervisors and manager. "I could never thank them enough for their leadership skills and mentorship. They helped turn me into a better leader and prepared me for the next level of my career," Jay said.

In the fall of 2021, Jay was promoted to supervisor of the clearance, salvage, and grading departments as supervisor. This put him in a position to take on the challenges that come with being a supervisor and leader. "I'm thankful for the support of my manager the leadership team because I learned so much. They helped me navigate how to be the best supervisor possible, and for that, I will always be grateful," said Jay.



GOODWILL IN OUR COMMUNITY

Arizona



ARIZONANS PLACED
IN EMPLOYMENT
1,960



TRAINING
COURSES TAKEN
42,717



POUNDS OF MATERIAL
DIVERTED
44,754,368



DIGITAL LITERACY
CREDENTIALS EARNED
267

2021 ACHIEVEMENTS
244,473

SERVICES PROVIDED



Maryland



MARYLANDERS PLACED
IN EMPLOYMENT
265



TRAINING
COURSES TAKEN
305



POUNDS OF MATERIAL
DIVERTED
4,521,838

2021 ACHIEVEMENTS
1,170

SERVICES PROVIDED



GIVING SOCIETY

UPHOLDER

\$10,000+ A YEAR FOR 5 YRS

Commit Agency
Tower Compactor Rentals
Charles Luther
Tim O'Neal

CHAMPION

\$5,000 - \$9,999 A YEAR FOR 5 YRS

D.G. Fenn Construction
RWC Idealease LLC
Ian Rodgers
Scott Wood

BENEFACTOR

\$1,000 - \$4,999 A YEAR FOR 5 YRS

Ashton Tiffany
Bryant Barber
Susan Barnes
Brenda Blunt
Cindy Bostinelos
Jeff Bucher
Tiffany Bucher
Chuck & Debby Carlise
Alyssa Covington
Mark Davis
Meg DelBrocco
Julie Dunnigan and Family
William M. Fischbach
Beth Forsberg
Tom and Margie Freeze
Jeff and Lisa Ceyser

Angela Gonzalez
Jackie Halleen
Phillip Halleen
Chris Hogan
Jenny Holsman Tetreault
Camryn Holt
Victoria Jones
Tim LaSota
Lloyd Levidow
Lesley Malmstrom
Caroline McGroder
Sentari Minor
Jason Morris
David and Amanda Nash
Courtney Nelson
Dean Newlund

Dr. Edward and Janet Oxford
Niresh Pande
Carol Perry
Andrew Phelps
Jere W. and Christine Planck
Spencer Ray
Kim Ryder
Erik Sacks
Ray Schey
Lane Schonour & Family
In Memory of James McGovern
Bill and Karen Serva
Julie Stiak
Katrina Thurman
Stan Yamamoto



GOODWILL OF CENTRAL AND NORTHERN ARIZONA

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GOODWILL INDUSTRIES OF MONOCACY VALLEY

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