

DONATE STUFF. CREATE JOBS.

ANNUAL REPORT 2016



A MESSAGE FROM THE BOARD CHAIR & THE PRESIDENT

Greetings Goodwill friends,

We are delighted to tell you that we began a new chapter of service to our communities in 2016. We are guided by our mission of empowering individuals with disabilities and other barriers to employment to gain independence through the power of work.

The philosophy of retail stores funding services for the community was born locally in Brooklyn in 1915, where our current CEO lives! The movement, which bore no name yet, would soon sweep the country. Today, we serve residents from 34 eastern New York counties and 10 northern New Jersey counties with Goodwill stores and programs. We are proud of the work our team achieved in 2016 – 60,000 people served, 6,170 job-seekers placed, and more than 128 million pounds of usable goods kept out of landfills.

As our organization evolves to serve the needs that citizens face in the 21st century, we stand firm on our vision. We at Goodwill NYNJ will only be satisfied when every person in the communities we serve has the opportunity to achieve full potential and to participate and contribute in all aspects of a productive life.

We constantly explore new avenues to offer people real solutions to the very real challenges they face today. We believe that everyone who wants to work deserves a job. Every day, we are inspired by the people who come to Goodwill for help. People like Danielle, who wanted to find a job, but had to deal with the stigma of mental illness at home and in society; or Anthony, a 50-year-old visually-impaired man who could not find employment after working as a janitor for decades; or Vinecia, a 22-year-old who left Michigan with the clothes on her back with dreams of becoming a nurse's aide and making a good life in New York City. They came to Goodwill because they knew we could help, and we did.

We helped Danielle find a part-time job so she could gain work experience and then find a full-time position as a peer advocate. Anthony received job-readiness skills at our Extended Employment program and on-the-job training when we hired him to work as production assistant in our Mobile Retail Support Crew. Our Youth Pathways program gave Vinecia the necessary training and tools to obtain employment and financial freedom.

We invite you to join us in assisting many more citizens who seek a better life for themselves and their families. We are grateful for your past support and hope we can count on you to help us donate stuff and create jobs!

Sincerely,



HENRY E. GOOSS
BOARD CHAIR



KATY GAUL-STIGGE
PRESIDENT & CEO

POWERED BY PEOPLE (2016)

PEOPLE SERVED



60,564

PEOPLE WITH DISABILITIES



10,633

WORKFORCE



19,279

YOUTH & COMMUNITY



16,528

REFUGEES & IMMIGRANTS



396

VETERANS



721

RETAIL DONORS



958,000

LOYALTY SHOPPERS



80,264

DID YOU KNOW?

41 retail stores



that serve as launchpads for Goodwill participants.

1 IN 7

retail staff employed by Goodwill has a disability.



70 PROGRAMS



Goodwill has a total of 70 programs geared for helping people find work

200



GoodwillNYNJ operates 200 units of affordable housing in Astoria, Queens



DONATE STUFF. CREATE JOBS.

In 2016, Goodwill stores received
128 million pounds of donated goods
that would have ended up in the landfill



your donated goods
sold in our 41 stores
create jobs



WORKFORCE



PEOPLE WITH DISABILITIES



YOUTH

OUR IMPACT

Goodwill Industries of Greater New York and Northern New Jersey, Inc. is a founding member of Goodwill Industries International, which today comprises a network of 164 autonomous non-profits in the U.S. and Canada. Goodwill NYNJ has helped individuals and their families achieve a better life for more than 100 years. Our programs and services empower thousands of people annually.

WORKFORCE DEVELOPMENT

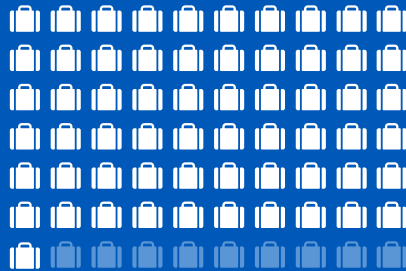
In 2016, we placed 6,170 individuals with disabilities and other barriers to employment in jobs. These individuals are gaining independence and building careers.

6.1K

PEOPLE PLACED
IN JOBS

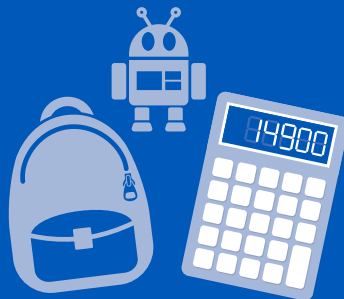


= 100 JOBS



11.6K

YOUTH PARTICIPATED
IN EDUCATIONAL
& RECREATIONAL
PROGRAMS



YOUTH SERVICES

Goodwill serves youth ages 5-24 in programs designed to excite youth about their potential as they explore career pathways.

PEOPLE WITH DISABILITIES

1 in 7 of our retail employees has a disability. Goodwill employs individuals in our 41 retail stores throughout the Greater New York region. At Goodwill we are empowering individuals who are seeking opportunities to gain independence and dignity through the power of work.

1 IN 7

GOODWILL RETAIL EMPLOYEES
HAS A DISABILITY



DONORS AND PARTNERS

Goodwill NYNJ thanks all of our generous individual donors. Donors listed below gave \$250 or more in 2016. While we cannot list all of our many loyal donors here, every dollar counts and we appreciate all of your support.

Foundation Funders

\$50,001-\$100,000

The Walmart Foundation
The Kessler Foundation

\$25,001-\$50,000

BNY Mellon Foundation

\$15,001-\$25,000

William Ross Reid Wilson Memorial Fund

\$10,001-\$15,000

Johnson-Stillman Family Foundation
Goodwill Industries International, Inc.

\$2,500-\$10,000

The Sandra Atlas Bass and Edythe & Sol G. Atlas Fund
The William T. Morris Foundation

\$501-\$2,500

Gary and Nancy Penisten Family Foundation

\$1-\$500

The Frances and Benjamin Benenson Foundation, Inc.
Stanley J. and Doris Fenvessy Foundation
The Gordon and Llura Gund Foundation
The Kruse-Whelchel Family Fund
Panwy Foundation, Inc.

Public Funders

United States Social Security Administration (SSA)
United States Department of Health and Human Services (HHS)
National Endowment for the Arts (NEA)
New York State Department of Health (NYSDOH)
New York State Department of Labor - Bureau of Refugee & Immigrant Assistance (BRIA)
New York State Education Department (NYSED)
New York State Industries for the Disabled

(NYSID)
New York State Office of Mental Health (OMH)
New York State Office for People with Developmental Disabilities (OPWDD)
New York State Office of Temporary and Disability Assistance (OTDA)
New York State Office of Vocational and Educational Services for Individuals with Disabilities (VESID)
New Jersey Department of Labor - Division of Vocational Rehabilitation Services (DVRS)
New York City Human Resources Administration (HRA)
New York City Department of Youth and Community Services (DYCD)
New York City Department of Education (DOE)
New York City Department of Health and Mental Hygiene (DOHMH)
Queens Council on the Arts (QCA)
Town of Hempstead Department of Occupational Resources

Corporate Partners

\$15,001-\$25,000

New Mountain Capital, LLC

\$10,001-\$15,000

American Pride Trucking
Kelley Drye & Warren, LLP

\$5,001-\$10,000

Hub International Northeast Limited
Apollo Plumbing & Heating, Inc.

\$2,501-\$5,000

Bank of New York Mellon
Berengaria Development
CBRE
Colonial Voluntary Benefits
Connecticut General Life Insurance Company (CIGNA)
The Durst Organization
Empire Blue Cross Blue Shield
Garrison Protective Services, Inc.
Hoplite Capital Management

Interstate Interiors, Inc.
Irwin Siegel Agency
Marks Paneth, LLP
Mutual of Omaha
OgilvyOne Worldwide

\$501-\$2,500

Broadview Networks
Bug Buster Entomological Services
Equestar Realty LLC
Finish Wood, Inc.
First Eagle Investment Management, LLC
Herkimer Area Resource Center
Hua Xing Construction Corp
Jeffrey Realty
JP Morgan Chase & Co.
KM Lighting, Inc.
MJB Asset Management, LLC
Pine Hollow Country Club
RBT Co. LLC
Security Door & Lock

\$1-\$500

742 SKJ LLC
C & K Systems, Inc.
Conlon Engineering, LLC
Cornerstone Properties
Johanna Bloomfield, Inc.
KAG Research Services, Inc.
National EAP
Sterling Sanitary Supply Corporation
Thirty Broadway

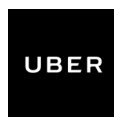
Legacy Donors

Ms. Barbara Kirsh
Mr. Paul McCarthy
Richard M. Rossbach Memorial Fund
Ms. Jane Rowen
Sarah I. Schieffelin Residuary Trust

Donors

Alphabetical by Last Name
* Goodwill NYNJ Board of Directors
** Goodwill NYNJ Staff

Ms. Susan K. Allen
Ms. Irene Auriemma
Mr. Andrew Baehr*
Mr. Robert Baker
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Mr. and Mrs. Philip W. and Gladys M. Chapman
Ms. Catherine A. Conneally
Mr. David C. Coquillette*
Mr. and Mrs. Michael Coyle*
Mrs. Patricia DeToro Heck**
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Mr. Steven Smoland
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Ms. Julia C. Tobey
Mr. Mario Valenciano and Mrs. Sarah Dreikom
Mr. and Mrs. Charles Warren
Ms. Barbara B. Wecker
Mr. Sanford Weinstein**
Mr. Don M. Wilson, III*
Ms. Susan Wolitz



CONSOLIDATED FINANCIALS

Summarized Financial Position As of 6/30/16

ASSETS

Cash and Investments	\$20,189,779
Accounts and Pledge Receivables	10,407,051
Other Assets	7,369,704
Property and Equipment	14,930,353

TOTAL	\$52,896,867
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LIABILITIES AND NET ASSETS

Payables and Other Liabilities	\$16,582,773
Mortgages	2,490,356
Net Assets	33,823,738

TOTAL	\$52,896,867
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Summarized Financial Results - Year End 6/30/16

ORGANIZATIONAL REVENUES

Contributions	\$1,548,759
Contributions - Donated Goods	42,808,656
Sale of Goods and Contract Services	42,308,193
Fees and Grants from Governments	33,351,235
Tenant Rent	1,741,189
Other	(139,333)*

TOTAL	\$121,618,699
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ORGANIZATIONAL EXPENSES

Sales of Goods & Contract Services	\$78,178,033
Rehabilitation & Employment Services	32,084,076
Management & General	10,101,946
Other Supporting Services	208,068
Fundraising	478,094
Residential Services	2,510,491

TOTAL	\$123,560,708
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NET INCOME (LOSS)	(\$1,942,009)
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* Includes Investment and Other Nonoperating Activity

BOARD OF DIRECTORS

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Henry E. Gooss
Board Chair

Don M. Wilson, III
Vice Chair

David C. Coquillette
Secretary

David Belkin
Treasurer

DIRECTORS

Andrew Baehr
Damodaram Bashyam
Michael Coyle
Brian Fetherstonhaugh
Bing E. Garrido
Donald Huber
Grace Kim
Samuel L. Stanley

CHAIR EMERITI

Walter V. Shipley
Michael S. Insel

OUR MISSION

Goodwill Industries empowers individuals with disabilities and other barriers to employment to gain independence through the power of work.



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