Goodwill MANASOTA
CHANGING LIVES THROUGH THE POWER OF WORK
The effect or influence of one person, thing, or action, on another:

Through the sale of donated goods, Goodwill has been able to make a significant impact in the lives of many individuals in need of work.

In 2015 Goodwill Manasota:

- Served 22,739 people
- Placed 961 individuals in jobs
- Assisted 358 veterans as they reintegrated back into the civilian workforce
- Had an economic impact back to the community worth $81.3 million
- Diverted 41 million pounds out of the landfill.
Dear Friends of Goodwill

Goodwill Manasota has a long history of bringing opportunity to people who simply need a chance to show what they can do. We believe Goodwill has great potential to deliver even more value to our community by providing “a hand up, not a hand-out.” Over the past year, Goodwill Manasota has not only expanded, but enhanced the services that we make available to our neighbors with disabilities and barriers to employment.

In 2015, Goodwill Manasota expanded its operations – with a new store in Lakewood Ranch and our Tech Connection Program – and continued to positively impact the local environment, economy and community. With the support of local community leaders, we created the SERV program, which enabled veterans to access emergency financial assistance.

Goodwill Manasota is pleased with the impact we made in 2015 and we are committed to improving on them in 2016. We believe that all who wish to work should know the pride of earning a paycheck and moving toward self-sufficiency. Charity is a temporary stop-gap – education, the proper training and encouragement can lift people forever. We are thrilled to provide a hand up and change lives through the power of work.

Our generous community enabled us to provide programs and services to nearly 23,000 local residents. We are sincerely grateful to our board of directors, donors, shoppers, supporters, volunteers and our incredible team members who made our significant community impact possible.

Sincerely,

Bob Rosinsky
President & CEO

Rob Morris
Chairman
IMPACT Initiative

IMPACT is an innovative strategy that will ensure that Goodwill Manasota continues to have a positive effect on people, communities and the environment, worldwide.

EMPLOYMENT IMPACT
Goodwill Manasota provides meaningful, long-term employment opportunities to people who have struggled to find work. Through education and training, we help them overcome barriers that result from disability, lack of education, poor language skills, or a myriad of other obstacles that have kept them from entering or remaining in the workforce.

We see the value in training and educating our Team Members; they receive a paycheck and are set on the path to self-sufficiency. They become tax paying, financially independent citizens, and our job skills programs give them confidence to become successful in business as they achieve their career dreams. People once considered unemployable become contributing members of society, through the power of work.

EDUCATIONAL IMPACT
For someone who has never known the benefits of a good education, finding a meaningful job can seem like an unreachable dream. At Goodwill, we provide opportunities for people to further their education and advance their careers. Our programs teach practical, real-world skills needed for success; skills that people might never gain without the help of Goodwill.

The people we train are no longer left behind. Through training, we help expand their knowledge and expertise needed to forge a successful and lifelong career.

ECONOMIC IMPACT
Goodwill Manasota has a positive local economic impact of more than $81.3 million, the impact of which is invested right back into the community. By expanding employment and job opportunities to people who have never before had a chance at career development, we can create a whole new pool of future business leaders.

Goodwill Manasota continues to utilize the IMPACT Initiative to develop strategic partnerships in our area, joining forces with local businesses and community leaders. The collaboration resulting from IMPACT has proven to solidify, stabilize and strengthen our region’s economic future, building a better community for everyone.

ENVIRONMENTAL IMPACT
At Goodwill Manasota, we realize the critical importance of protecting our environment. To preserve our planet for future generations, we have pioneered the reduce-reuse-recycle efforts to benefit our community and beyond.

Each year, we protect and preserve our natural resources by diverting 41 million pounds of unwanted and unneeded goods that would otherwise end up in landfills, turn into useless trash and cause further pollution. Thanks to our reduce-reuse-recycle efforts, these items are put to good use and benefit individuals and families who need them most.
IN 2015
GOODWILL MANASOTA SERVED
22,739 INDIVIDUALS

IN 2015
GOODWILL MANASOTA PLACED
961 PEOPLE IN JOBS

IN 2015
GOODWILL MANASOTA PROVIDED
17,000 HOURS OF TRAINING & EDUCATION

IN 2015
GOODWILL MANASOTA ASSISTED
358 VETERANS

IN 2015
GOODWILL MANASOTA HAD
37 RETAIL LOCATIONS & ATTENDED DONATION CENTERS

IN 2015
GOODWILL MANASOTA DIVERTED
41 MILLION POUNDS FROM LOCAL LANDFILLS

IN 2015
GOODWILL MANASOTA HAD AN ECONOMIC IMPACT OF $81.3 MILLION
Innovative Programs

DONATED GOODS EMPLOYMENT SERVICES
Provides full and part-time employment opportunities for over 850 people daily.

SUPPORTED JOBS PLUS
Helps individuals with physical, psychiatric or developmental disabilities gain positive personal and workplace behaviors and skills while earning a paycheck through job opportunities at Goodwill. The program features workplace accommodations and access to a job and life coach who offers employment, family, and personal counseling to participants.

GOODWILL WORKS
Gives job skills to people with barriers to employment including welfare recipients, single parents, recent immigrants, high school dropouts, people with disabilities, people who are homeless, and individuals with a history of chronic unemployment, incarceration or substance abuse. The program offers participants assessment, training and access to life coaches along with a variety of formal training opportunities such as General Education Diploma (GED), English as a Second Language (ESOL) classes, technical school, college and university educations and certifications.

GOODPARTNER COACH
Provides mentoring/coaching services to all Goodwill Team Members. Services include comprehensive assessment of needs and goal setting for Team Members along with all aspects of life coaching to encourage families to reach their goals and to allow Team Members to succeed on the job.

VETERANS SERVICES
Helps veterans re-acclimate to civilian life. Assists veterans and their families with employment and other services. Provides information, referrals and case management services.

JOB CONNECTION
Provides free job-placement services to individuals seeking community-based jobs. Helps participants assess their career goals, prepare strong resumes and cover letters, identify prospective employers, and conduct successful job interviews.

GOOD NEIGHBOR
Provides a wide variety of programs designed to meet the specific needs of neighborhood residents through classes and strategic alliances between Goodwill and other organizations.

EMERGENCY ASSISTANCE
Provides free clothing and furnishings to families who have emergencies. This program is a collaboration between Goodwill and several organizations such as Salvation Army and Red Cross.
BENEVA OAKS APARTMENTS
Provides affordable, barrier-free living options for people with physical disabilities and low incomes. Residents access a wide variety of supports through strategic partnerships between Goodwill and other community agencies such as the Center for Independent Living, Meals on Wheels, Senior Friendship Center and Sarasota County Area Transit.

ENGLISH CLASSES
Goodwill serves as a training center for Team Members who are not fluent in English. Bi-lingual GoodPartner Coaches and Assistant Team Leaders are available on site. As Team Member’s English skills improve, they are eligible for promotions within Goodwill or placement outside Goodwill — whichever is consistent with their personal and professional goals.

WORKFORCE EDUCATION
Provides educational opportunities for Team Members who have disabilities between the ages of 22 and 40 to earn a standard high school diploma. The program is funded by State Tuition Scholarship funds (provided in collaboration with Ave Maria Preparatory School).

ON-SITE GED CLASSES
Provides 90 minutes per week on-the-clock classes to prepare Team Members who wish to take the GED exam.

MISSION DEVELOPMENT SERVICES (MDS)
Assists partner Goodwills develop effective mission integrated donated goods business, expand donor acquisition efforts, and enhance job creation initiatives leading to increased mission delivery and bottom line results.

Notable Partnerships

In 2015, Goodwill Manasota began a partnership with Turning Points for a donations pilot program. Through the program, Goodwill provides manpower for the Turning Points donation center and supplements high-demand items for Turning Points to distribute to its clients. Under this program, which began in March 2015, Goodwill Team Members staff the Turning Points donation site, open Monday through Friday, 8:00 am - 4:00 pm. Donations that are given to Turning Points, but are not needed for clients, are sold by Goodwill in stores to support the cost of staffing the Turning Points donations center.
For 20 years, Heath Percell lived in California. He suffered from an addiction to drugs and found himself homeless. Heath worked at Goodwill in California, and had jobs along the way, but couldn’t seem to find his way because of the people in his life and the circumstances he faced. One day, the day his life started changing, Heath decided to take his mom up on her offer to move to Florida and live with her in Bradenton. He knew that moving would give him the opportunity for a fresh start and he took that chance.

Heath’s mom gave him one condition— he would have one year to find a job, a place to live, and his own car. In September of 2014, Heath and his 85-pound pit-bull, Beezy, trekked across the country to start over in Bradenton. He began his new life by joining Narcotics Anonymous and has been clean since arriving in Florida. Two months after the move, he found a job at Goodwill Manasota.

Heath had previous experience working for Goodwill but didn’t expect that he would find the support Goodwill Manasota offered. Every Team Member is assigned a Good Partner Coach (GPC) who acts as a life coach, case manager and resource. Heath’s GPC, Dana, worked with him to help start a plan that would guide his new life and help him become the person he wanted to become.

While he began as a donor greeter, Heath has moved up to become a wares pricer and hopes to keep moving up in the organization. He works hard, attends meetings for NA and keeps his head held high. He credits his dog for his success as she helped motivate him to make the move and get clean. Dana helped him learn to budget his money and eventually, he knew it was time to find his own place. With a new bank account and a reliable car, he set out to find somewhere that would allow him to also take in his favorite companion, his wonderful dog. That turned out to be the biggest hurdle – no one wanted to rent to a tenant with a pit-bull. Regardless of how sweet she was, she was a risk not many were willing to take. Heath’s mom ended up finding out about a duplex that gave Heath another chance and allowed him to bring Beezy.

In August of 2015, Heath prepared to move in and used his savings to cover the first and last month’s rent and deposit, but another hurdle appeared – he didn’t have the $225 left for the electric bill deposit. Devastated, Heath turned to his GPC Dana who was able to contact the Manatee Community Action Agency. “Seasons of Sharing” funds were applied for, and utilized to pay his deposit.

Eventually, Heath found a roommate to help pay the bills and is now continuing on his path towards self-sufficiency, thanks to an organization that helped Heath change his own life. His main concerns are no longer about suffering from overdoses or finding himself homeless – he now focuses on staying clean and surrounding himself with positive people. Heath was given a chance and a hand up instead of a hand out, and Goodwill Manasota is proud of his success.
Michele Miller lost the vision in one of her eyes when she was accidentally hit in the head as a child. As an adult, she also suffers from cataracts in the other eye, which continues to diminish her limited eye-sight. With the help of Lighthouse and Commission for the Blind, Michele was employed by Goodwill in New York folding and hanging apparel. Then, in 2008 Michele’s mother and grandmother, who she lived with both passed away. Without any family support nearby, Michele was encouraged to move to Sarasota, Florida to be closer to her son and other family members.

Michele lived with family at first and then was able to move into Suncoast Independent Living Center — a non-profit organization providing services to people with disabilities within Sarasota and Manatee Counties.

After about five years of living on her own and not working, she found herself bored and isolated. That is when she reached out to Leigh Ann Bellamy, MS, CRC, Rehabilitation Supervisor with Division of Blind Services at the Florida Department of Education. Because Michele had worked for Goodwill previously, enjoys fashion and loves working with people, Leigh Ann suggested she apply for a job at Goodwill Manasota and guided her to the Job Connection to get started.

In May of 2015, Michele was employed by Goodwill Manasota through the Supported Jobs Plus program that provided her with a mobility coach to help her find her way around and learn her assigned role as an apparel hanger. She eventually didn’t need her mobility coach anymore because she is able to complete her job independently. Michele was also assigned a Good Partner Coach who encouraged her to set personal goals and provided her with resources to help achieve them.

Michele now wakes up every morning with a sense of purpose. She enjoys the structure of a full-time career at Goodwill Manasota and the support she has received here to be a happy and successful person. She now has a sense of purpose and is excited to go to work each day because she says her Team Members feel like family that care for each other. Michele recently celebrated her one year anniversary at Goodwill Manasota, where she is changing her life through the power of work.
Ambassadors of the Year

Rick Fawley, who passed away on September 2, 2015, served on the Goodwill Manasota Board of Directors from 1994 - 2013. Fawley, president of Fawley|Bryant since 1995, distinguished himself in Manatee County through his service and leadership. He was a graduate of the Leadership Manatee program and served on numerous committees and boards in the community, including Goodwill, the Manatee Education Foundation, the Lakewood Ranch Community Fund, Art Center Manatee, USF Brunch on the Bay and more. He was deeply engaged with local business and economic development efforts, with involvements including the Bradenton Area Economic Development Council, Lakewood Ranch Business Alliance, Sarasota Chamber of Commerce, Manatee Chamber of Commerce, and many more.

Sharon Hillstrom is the president and CEO of the Bradenton Area Economic Development Corporation (EDC). Ms. Hillstrom is responsible for developing and implementing economic development programs to recruit new high-impact businesses and to assist in the retention and growth of targeted existing businesses in the Bradenton Area. She leads a team of six and coordinates the EDC’s relationships with a complex network of business leaders and partner organizations in the public and private sectors. In addition to her work at the EDC overseeing creative partnerships and job creation, Ms. Hillstrom is a Goodwill Ambassador as she understands the need for employment and education for individuals in the community.

Following studies at Cornell University, Michael Klauber participated in management training programs at the famed Royal Sonesta and Arnaud’s restaurant in New Orleans. He returned to his home town of Sarasota to oversee restaurant operations at his family’s historic Colony Beach & Tennis Resort on Longboat Key before opening Michael’s On East in 1987. Michael is co-founder of the Sarasota-Manatee Originals, a marketing collaboration with 50+ local independent restaurants, original founder of Florida Winefest and co-founder/co-chair of the Forks & Corks Food & Wine Festival. Today, he continues as a leader in innovative marketing strategies and partnerships with the Michael’s brand and through volunteerism with industry and community partners.
Representative Greg Steube serves House District 73 in the Florida House of Representatives. A native Floridian, Rep. Steube is proud to have been born and raised in Bradenton, Florida. After law school, Rep. Steube enlisted in the U.S. Army and spent one year in the infantry and three years in the U.S. Army JAG Corps as a criminal Trial Counsel, Chief of Detainee Operations, Legal Assistance Attorney, and Administrative Law Attorney. He served as a Captain in the JAG Corps during Operation Iraqi Freedom and has received numerous awards and commendations for his service to his country. Currently, Rep. Steube is an attorney with Becker & Poliakoff, P.A. and is passionate about advocating for the rights of veterans. He is a Goodwill Ambassador and a member of Goodwill’s Veterans Task Force.

Born and raised in Providence, Rhode Island, Philip Mancini grew up working in restaurants and catering operations since the age of 13. He attended Johnson & Wales University where he received his Associates Degree in Culinary Arts as well as a Bachelors Degree in Food Service Management. After relocating to Sarasota, Phil participated in a management training program at the Colony Beach & Tennis Resort prior to joining Michael’s On East as a business partner shortly after the restaurant opened. Today, he manages every aspect of event food and beverage service for more than 1,500 events annually, executing each detail for functions from two to 2,000 guests. Over his 40 years in the catering industry, Phil has been credited with helping to launch and develop dozens of signature events for area non-profits and the community.

“Changing lives through the power of work.”
In celebration of a wonderful year, we’d like to share a few highlights from 2015 and thank you all for helping us change lives through the power of work!

In **January**, we launched the Reinvent Yourself Campaign and began our “Tell Me Something Good” radio show on WSRQ.

**February** brought the amazing Mardi Gras Gala, with co-chairs Lulu & Maverick and we partnered with the Circus Arts Conservatory to help bring local veterans to the circus.

**March** was full of fun events; we opened our newest retail store in Ranch Lake that hosts the Tech Connection center, held an open house for our Veterans Services Program located on Lockwood Ridge and University and we launched our Special Emergency Resources for Veterans (SERV) fund. Bob Rosinsky was awarded the “Ave Maria Archangel Award” for 2015 and Beneva Oaks, our housing facility for those with disabilities, received the national “Divine Proportions Award”.

In **April**, we partnered with the DAV to present a van to a veteran with disabilities, we partnered with the Child Protection Center to “Paint SRQ Blue” and we hosted the first ever Spring Awakening Celebration to educate the community about our yoga programs for veterans and students with disabilities. We also began partnering with Publix to continue diverting items from landfills.

In **May**, we celebrated “Goodwill Week” and in recognition, we hosted a jobs fair and partnered with the Marauders for a special game recognizing veterans. We also participated in the Art Center Sarasota’s MASHterpieces Exhibit, partnered with CoolToday for the Vet to Tech Program and collected unserviceable American flags for Flag Day.

**June** brought the launch of Goodwill Manasota’s “Good News” television show on SNN. The Girl Scouts of Gulfcoast Florida received their Independence Badge through a joint project and we also began partnering with Turning Points.

In **July**, our campaign won a Telly Award, we launched the GRACE Program in partnership with Maverick of 92.1 CTQ and NUOVO Salons. Along with iHeartMedia, we presented the first “Young Guns of Country” Concert on the Cool Today stage at the Sarasota “Opry” House. Additional events included the “Little Black Dress Fashion Show & Luncheon,” the ADA Anniversary Luncheon and we were recognized as a Trustee for the Sarasota Chamber.
In **August**, Goodwill partnered with Meals on Wheels Plus during the 2015 Giving Challenge, made possible by the Community Foundation of Sarasota County and The Patterson Foundation with support from the William G. and Marie Selby Foundation, John S. and James L. Knight Foundation, Manatee Community Foundation and the Herald Tribune Media Group. We hosted the “Spirit of ‘45” Dinner for Veterans, held a graduation ceremony for four team members through our Workforce Development Program and celebrated National Thrift Shop Day. Bob Rosinsky was elected to the Goodwill Industries International (GII) Board of Directors.

**September** brought recognition for an amazing local Ambassador and business owner, Nancy Krohngold of Nancy’s BBQ and we received several International Market Leadership Awards from Goodwill Industries International (GII). We partnered with the Girl Scouts of Gulfcoast Florida and PayServ for the Women’s Leadership Symposium, received the recycling award from Keep Manatee Beautiful and launched our internal Good Wellness Program.

In 2015 we lost a great Ambassador - Rick Fawley. He was honored in **October** as an Ambassador of the Year, along with Michael Klauber, Phil Mancini, Rep. Greg Steube, Sharon Hillstrom and we also recognized Team Member Leonzo Gonzalez as our Employee of the Year. In memory of Rick and his wife Coni, we worked with Mike Bryant to create the Rick and Coni Fawley Memorial Scholarship Fund. Along with the CEO Forum, we hosted the State of Employment Luncheon, and Goodwill also held the 2015 Southeast Association of Goodwill’s POWER Conference.

**November** was filled with amazing partnerships and programs including the 24-hour Yoga Giving Challenge, “Strike a Pose for Vets”, a Veterans Day Breakfast with the Kiwanis Club, and an Ambassador Holiday Bazaar. Children’s World Uniform Supply held a promotion and hired another veteran through our Veterans Services Program.

We were excited to wrap up a great **December** which brought donations to families and our employees in need from several local partners including CORE Construction, Adams and Reese LLP, Morgan Stanley’s Vita Vining Hermann Denton Group and the Rotary Club of Sarasota.

*Thank you for helping us change lives in 2015. We look forward to having an even bigger and better impact in 2016! For more information, visit experiencegoodwill.org.*
Proud Supporters

We extend our sincere gratitude to all of those who made charitable gifts to Goodwill Manasota in support of our mission of changing lives through the power of work. Goodwill Manasota transforms those donations into effective services that benefit our community. All funds raised are used to support essential employment, educational, economic, and environmental programs.

INDIVIDUALS
Mr. and Mrs. Eladio Amores
Ms. Patricia Armstrong
Dr. Marguerite Barnett
Mr. and Mrs. David H. Bassett
Mr. and Mrs. Eugene H. Beckstein
Mr. and Mrs. Jesse Biter
Ms. Willeen W. Buchholz
Mr. Kevin Callans/Ms. Kristen Orbino
Mr. and Mrs. Michael Clarke
Mr. and Mrs. Patrick S. Coleman
Ms. Amy L. Confer
Dr. and Mrs. Michael Day
Mr. James Devellano
Mr. and Mrs. Jaime DiDomenico
Estate of Beatrice J Doheny
Ms. Fay K. Donaldson
Mr. and Mrs. Stanley Eding
Ms. Mary Lou England
Mr. Stephen W. Hall
Mrs. Renée Hamad
Dr. Francine C. Inbinder
Mr. William and Dr. Christine Isaac
Dr. Allen and Dr. Mary Jelks
Mr. and Mrs. Alexander L. Kirkpatrick
Mr. and Mrs. Thomas L. Koski
Ms. Laura A. Lang
Mr. Roger S. Lindauer
Mr. Fred Lopez
Mr. and Mrs. John McKay
Mr. and Mrs. Dennis McSweeney
Ms. Robin Moch
Mr. and Mrs. Jeffrey W. Morris
Mr. and Mrs. Robert A. Morris, III
Ms. Gloria B. Moss
Mr. John G. O’Neil
Ms. Michele Penn
Mr. and Mrs. Wells Purmort
Mr. and Mrs. Samuel Roberts
Mr. Robert W. Rosinsky
Ms. Ruth Williams
Mr. and Mrs. Laurence R. Saslaw
Mr. and Mrs. Mark Schlanger
Mr. and Mrs. William M. Seider
Mr. and Mrs. Frank Smith
Mr. and Mrs. Bob E. Stanell
Ms. Susan R. Stewart
Mr. and Mrs. Hobart K. Swan
Ms. Rita Vacca
Ms. Jenah Victor
Mr. and Mrs. Robert Waechter
Mr. and Mrs. John Wagner, II
Ms. Jacqueline Welch
Ms. Irene D. Zottola

* Supporters of $500+

Thank You!

CORPORATE & FOUNDATION PARTNERS
A. Tifaney & Sons
AAA Insurance Agency The Auto Club Group
Adams and Reese LLP
Amerilife
Anna Maria Oyster Bar Landside
Annette J. Hagens Memorial Foundation Trust
Bayside Community Church
BB&T Bank
Beall's Inc.
BMO Harris Bank
Bouchard Insurance
Bradenton Yacht Club
Bright House Networks
Canada Med Services/Discount Prescription Services
Certified Fleet Services
Children's World Uniform Supply, Inc.
Church of the Redeemer DBA Women's Outreach Ministry
Cigna
City of Palmetto
CoCENTRIX
Comfort Suites Sarasota
Community Foundation of Sarasota County
CoolToday
CS&L CPAs
Dallas1
DEX Imaging
DJD Foundation
Easter Seals Southwest Florida
Edward L. and Mildred L. Roth Family Foundation
Environmental Pest Services, LLC
Expert Removal Service LLC DBA Junk King
Fawley Bryant Architects, Inc.
FCCI Insurance Group
Fifth Third Bank
FINR
First United Methodist Church
Florida Cancer Specialists & Research Institute
Florida Goodwill Association Inc
Franklin G. Berlin Foundation, Inc.
Freedom Senior Management
Garden of the Heart Yoga Center, LLC
Generous donations from local corporations, foundations and individual philanthropists help Goodwill Manasota achieve our fundraising goals and carry out our important mission — CHANGING LIVES THROUGH THE POWER OF WORK!
Why I Support Goodwill Manasota

Steve Paley, President & CEO  Rapid Security Solutions and Goodwill Ambassador

I became involved with Goodwill Manasota after learning of the mission of changing lives through the power of work, and the hand-up not a hand-out philosophy which resonated with me in a personal matter. Rapid Security Solutions (RSS) is a business that delivers security solutions for commercial and residential clients. I began working with Goodwill Manasota several years ago to help with security issues and because of my belief in helping people in the community find work, I became a Goodwill Ambassador, volunteering my time and talents to help others in their journey towards self-sufficiency.

I had the pleasure of meeting Tommy, a Goodwill Team Member after the taping of Goodwill Manasota’s “Tell Me Something Good,” radio show on WSRQ Radio. Tommy came to Goodwill through a partnership with Schoolhouse Link because he was homeless and trying to find a way to get through high school while dealing with things no teenager should have to worry about. He began working at Goodwill and found himself moving up through jobs, receiving promotions and helping to launch Goodwill Manasota’s Tech Connection center. Tommy is an example of a young adult who, despite having no permanent home or parental guidance, started working in order to create a better life for himself. He became interested in technology and immediately I saw that I could give Tommy a hand-up in life. I interviewed and hired him, and Tommy has been working for RSS for over a year. He is now in charge of his own company truck, and supervises the work and direction of other technicians.
Making Informed Decisions

It is certainly responsible and proper for you to research a charity before making a donation. This research should be conducted using accurate and reputable sources rather than trusting social media or internet pass-along posts such as the one pictured.

Where do you find accurate information about charities and fundraising?

There are several places online to research a charity before making your donation. Below are some of the sites our generous donors have utilized to research Goodwill Manasota before making their donations:

**GuideStar USA:** guidestar.org

**Manatee Chamber:** manateechapter.com

**DeSoto County Chamber:** desotochamberfl.com

**Longboat Key Chamber:** longboatkeychamber.com

**Venice Area Chamber:** venicechamber.com

**Greater Sarasota Chamber:** sarasotachamber.com

**Englewood Chamber:** englewoodchamber.com

**The Giving Partner:** thegivingpartner.org

**North Port Area Chamber:** northportareachamber.com

**Gulfcoast Latin Chamber:** latinchamber.wildapricot.org

**Anna Maria Island Chamber:** annamariaislandchamber.org

**Hardee County Chamber:** hardeeccc.com

**Lakewood Ranch Business Alliance:** lwrba.org

**Snopes:** snopes.com

**Association of Fundraising Professionals:** afpnet.org

Get your facts straight at: www.snopes.com/politics/business/charities.asp
Board & Staff

BOARD OF DIRECTORS

Rob Morris, Board Chairman
Steve Boone, Chairman-Emeritus
Peter Crowley, Chairman-Elect
David Basset
Debbie Douglas
Rae Dowling
Rod Hollingsworth
Sandy Kirkpatrick
Lisl Liang
Alan Maio
Art McClellan
Drayton Saunders, Secretary/Treasurer
Brad West
Dr. Richard Wharton
Stu Gregory - Lifetime Member

LEADERSHIP

Bob Rosinsky, President & CEO
Margie Genter, Vice President of Mission
Donn Githens, Vice President of Operations
David Wells, Vice President of Organizational Development
Adrian Gessen, Vice President of Human Resources
Veronica Brandon Miller, Vice President of Foundation
Amy Confer, Vice President of Board and Support Services
Mary Lou England, Vice President of Mission Development Services Operations
## 2015 Financial Summary

### UNRESTRICTED NET ASSETS

<table>
<thead>
<tr>
<th>Support &amp; Revenues</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales of donated goods, public, net</td>
<td>$32,025,258</td>
<td>$29,412,410</td>
</tr>
<tr>
<td>Sales of donated salvage/titled goods</td>
<td>988,930</td>
<td>1,472,343</td>
</tr>
<tr>
<td>Contributions and grants</td>
<td>842,935</td>
<td>784,578</td>
</tr>
<tr>
<td>Training fees</td>
<td>4,223,911</td>
<td>640,426</td>
</tr>
<tr>
<td>Other</td>
<td>62,903</td>
<td>(18,181)</td>
</tr>
<tr>
<td>Special events</td>
<td>310,470</td>
<td>173,660</td>
</tr>
<tr>
<td>Interest &amp; investment income</td>
<td>278,629</td>
<td>88,958</td>
</tr>
<tr>
<td>Gain (loss) on disposal of property &amp; equipment</td>
<td>(29,102)</td>
<td>28,006</td>
</tr>
<tr>
<td>Change in interest rate swap obligation</td>
<td>(17,255)</td>
<td>(229,284)</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>7,571</td>
<td>64,671</td>
</tr>
<tr>
<td>Total support &amp; revenues</td>
<td>38,694,250</td>
<td>32,417,587</td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th>Expense</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail stores</td>
<td>27,372,545</td>
<td>24,402,375</td>
</tr>
<tr>
<td>General &amp; administrative</td>
<td>5,735,329</td>
<td>5,039,478</td>
</tr>
<tr>
<td>Mission</td>
<td>4,792,468</td>
<td>3,012,923</td>
</tr>
<tr>
<td>Fundraising</td>
<td>800,131</td>
<td>1,285,878</td>
</tr>
<tr>
<td>Total expenses</td>
<td>38,700,473</td>
<td>33,740,654</td>
</tr>
</tbody>
</table>

Change in unrestricted net assets from continuing operations: (6,223) (1,323,067)

### TEMPORARILY RESTRICTED NET ASSETS

<table>
<thead>
<tr>
<th>Asset</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>108,953</td>
<td>8,678</td>
</tr>
<tr>
<td>Change in value of split interest agreements</td>
<td>(6,902)</td>
<td>3,012</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>(7,571)</td>
<td>(64,671)</td>
</tr>
<tr>
<td>Change in temporarily restricted net assets from continuing operations</td>
<td>94,480</td>
<td>(52,981)</td>
</tr>
<tr>
<td>Change in net assets from continuing operations</td>
<td>88,257</td>
<td>(1,376,048)</td>
</tr>
<tr>
<td>Discontinued operations</td>
<td>-</td>
<td>1,454,678</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>88,257</td>
<td>78,630</td>
</tr>
</tbody>
</table>

Net assets, beginning of year: 18,920,019 18,841,389

Net assets, end of year: $19,008,276 $18,920,019

*The financial records of Goodwill Industries - Manasota, Inc. are audited annually by Mauldin & Jenkins LLP, Certified Public Accountants.*