2017 ANNUAL REPORT

DONATE.

SHOP.

JOBS.

Goodwill MANASOTA

CHANGING LIVES THROUGH THE POWER OF WORK
2017 AT A GLANCE

7,672 People were served in the community.

360 Veterans were assisted.

555 People were placed in jobs.

19,540 Hours were provided for on the clock training.

$92.1 Million Of economic impact on the community.

41 Million Pounds of waste were diverted from local landfills.

“I love getting up in the morning and getting to work... I have friends here and they watch out for me and I watch out for them.”

-Doug Ott, Team Member
Dear Friends of Goodwill

I have served the mission of Goodwill for 46 years, and I continue to be proud of the work we did for those we served in 2017. The donations you give support the programs we provide! Our Goodwill could not exist without the generosity of our community. Many people like you, have been touched by or contributed to this Goodwill – either by donating gently used items, investing time or money into our mission programs, shopping in our stores or receiving services from our Job Connections or Veterans Services program.

The achievements of Goodwill Manasota are the result of the strong leadership and the dedication of Board Members. The Board is led by Board Chair, Peter Crowley, who has championed our mission for over 15 years. Our Goodwill team of over 800 dedicated employees is passionate about our mission of changing lives through the power of paychecks and personal growth. Teamwork is at the core of what we do and it certainly applies to the over 100 partnerships in the community that allow us to be better at what we do to serve the men, women and families in our great community.

Our impact on the community is immense, creating over $92 million in economic benefit to our four county area! Goodwill Manasota has served over 7,000 people, placed 555 people into jobs, served 360 Veterans and saved 41 million pounds of waste from ending up in local landfills. The Goodwill goal of recycle, reuse, resale and repurpose helps create a better environment for our children while minimizing the carbon footprint in southwest Florida. Our Board of Directors is zealous about removing barriers to employment for people who want to gain financial independence, heighten their on-the-job skills, and attain sustainable employment. Thank you to our donors, shoppers and community leaders – it is only through your contributions that we can truly change lives through the Power of Work.

Bob Rosinsky
President & CEO
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 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.

ECONOMIC IMPACT
Goodwill Manasota has a positive local economic impact of more than $92 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 strategic partnerships in our area, joining forces with local businesses and community leaders. The collaboration has proven to solidify, stabilize and strengthen our region’s economic future, building a better community for everyone.

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.

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.
INNOVATIVE PROGRAMS & SERVICE

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 of Speakers of Other Languages (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.

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.

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 to 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.

VETERAN 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.
The thing that impresses me the most about Goodwill Manasota is the sheer number of people and the variety of people that they help across the board. From the disabled, the veterans, the homeless -- the people that just need a hand up, Goodwill Manasota is there to help them.

-Tom Koski
PROUD SUPPORTERS

Kelly Krepop
Kenneth D. Wells
Kenneth S. Morimoto
Kenneth T. Williamson
Kerry Distefano
Kim Annunziata
Kole Imports
Kristie Lambert
Kyla Weiner
Laura Adcock
Laura S. Bauman
Laurel M. Corriveau
Lee-En Chung
Lesley France
Linda Calvert
Linda Gould
Lisa Krouse
Lisa M. Davis
Lisa W. Eding
Literacy Council of Sarasota
Louis A. Chully
Lydia Landa
Lynn H. Lyons
M.E. Wilson Company
Margaret & R. Parks Williams
Charitable Foundation
Manatee Community Foundation
Manatee County Office of Neighborhood Services
Manatee Technical College
Maria Canellis
Maria Schroeder
Marie Gillette Huskins
Mary Beth F. Bos
Mary K. Baltzell
Mary Lou England
Mauldin & Jenkins, LLC
Meg Foy
Melissa Howard
Mergering Law Firm, P.L.
Michael Bear
Michael Hays
Michael P. Bryant
Michael R. Pender
Michael Saunders & Company
Michael Valley
Michelle Delibert
Military Order of the World Wars
Bradenton/Sarasota Chapter
Mimi Carlin
Mindi Rohan
Mitchell L. Helton
Mollie C. Cardamone
Monica Mattioli
Mote Scientific Foundation Inc.
Myron A. Ash
Nataliya Montgomery
Nathalie W. Mcculloch
NDC Construction Company
Neuro Challenge Foundation, Inc. for Parkinson’s
Northern Trust, N.A.
Patricia Guazzelli
Patricia May
Patricia McConnell
Patricia Ramthun
Paulette A. Samowitz
Penny Donzefrigio
Phillip L. Mullins
Pines of Sarasota
Pittsburgh Pirates
Priscilla Frye
Publix Super Markets Charities
Rae Mulligan
Ralph S. French Charitable Foundation
Rapid Security Solutions, LLC
Regent Products, Corp
Relational Experts, LLC
Renee Preininger
Richard G. Wharton
Robert A. Kimbrough
Robert R. Brown
Robert W. Rossisky
Rodney W. Hollingsworth
Roger S. Lindauer
Rotary Club of Longboat Key
Rowina Kennedy
Rowlett Family Endowment Fund
Ryan Carson
Sagar Mehta
Sally Schule
Samuel R. Loshaek
Sandra Stone
Sandy Conrad
Sarah Colandro
Sarasota County Tax Collector
Sarasota Family YMCA - Association Office
Sarasota Interventional Radiology
Sarasota Kiwanis Foundation, Inc.
Sarasota Memorial Healthcare Foundation
Sarasota Memorial Healthcare System
Saren Crosby
Scott W. Dunlap
Seaside National Bank & Trust
Sharon Preston-Folta
Shauna Vanderhoek
Sir Speedy
Sondra Guffey
Sotheby’s International Realty
Southeastern Guide Dogs
Stella M. McDaniel
Stephen Motosko
Stephen Winner
Storie Construction Group, Inc.
SunTrust Bank, Southwest Florida
SunTrust Foundation
SunTrust United Way Campaign
Susan R. Miller
Susan Renfrew
Synovus Bank of Florida
Tarr Charitable Family Foundation, Inc.
Taylor T. Collins
Terri Curry
The Able Trust
The Benevity Community Impact Fund
The Circus Arts Conservatory
The Florida Center for Early Childhood
The Observer Group
The Rosemary
The Women’s Resource Center
Thomas L. Koski
Thomas W. Childs
Tiff’s Initiative
Tim Connors
Tim Holliday
Tim Schalch
Tinarae Gregoire
U.S. Trust Bank of America Private Wealth Management
Universal North America Insurance Co.
University of South Florida Sarasota-Manatee
US 301/51st Ave E LLLP
US Department of Labor
USI Insurance Services
Valerie Stafford
Van Wezel Foundation
Veteran Air Conditioning
Veteran Air Conditioning
VFW Post 8118
Vic Motto
Vytas Maceikonis
We Care Manatee
Wells Fargo & Company Corporate Social Responsibility Group
Wendy Adcock
Westfield Insurance Foundation
William G. Selby and Marie Selby Foundation
William M. Seider
William T. Majerus
Womens Club of Cascades/Sarasota
WRH Realty Services
YourCause

THANK YOU FOR YOUR SUPPORT.
### 2017 REVENUE

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<tr>
<th>Source</th>
<th>Amount</th>
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<tbody>
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<td>Contributions and Grants</td>
<td>$1,515,347</td>
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<td>Program Services Revenue</td>
<td>$35,449,402</td>
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<td>Investment Income and Other Revenue</td>
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<td><strong>Total</strong></td>
<td><strong>$37,193,534</strong></td>
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### 2017 EXPENSES

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<th>Category</th>
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<td>Programs and Services</td>
<td>$31,252,843</td>
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<td>Management and General</td>
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<td>Fundraising</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$37,372,818</strong></td>
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BOARD & STAFF

BOARD OF DIRECTORS
Peter Crowley - Board Chair
   Steve Boone
   Debbie Douglas
   Rae Dowling
   Alex Floethe
   Rod Hollingsworth
   Sandy Kirkpatrick
   Alan Maio
   Rob Morris
   Drayton Saunders
   Brad West
   Richard Wharton
   Stuart Gregory - Life Member

LEADERSHIP

Bob Rosinsky – President and CEO
Bob Stanell – Finance/Treasury
Donn Githens – Vice President, Operations
Veronica Miller – Vice President, Foundation
Margie Genter – Vice President, Mission Services
Adrian Gessen – Vice President, Human Resources
Amy Confer – Vice President, Board & Support Services
Dave Wells – Vice President, Organizational Development
Mary Lou England – Vice President, Mission Development Services

OUR MISSION

“Changing lives through the power of work.”

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Experiencegoodwill.org