

50  
Years  
1966-2016

*Celebrating Our Golden Anniversary*

2015 Annual Report

**Goodwill**   
Industries of Southwest Florida, Inc. 



## Mission:

Goodwill Industries of Southwest Florida is committed to serving people with disabilities and disadvantages by offering life-changing opportunities to achieve independence.

## Vision:

To be recognized as a valued leader and resource for people with disabilities and barriers to employment in the communities we serve.

## Board of Directors:

Thank you to our 2015 Board of Directors for your support and dedication to the mission of Goodwill Industries of Southwest Florida.

## Officers:

Michael W. Sullivan, Chairman  
William J. Barrett, Vice Chairman  
Carolyn S. Green, Secretary  
Robert M. Arnall, Treasurer/Assistant Secretary  
Dale Schneider, Assistant Secretary  
Rick Evanchyk, President/CEO

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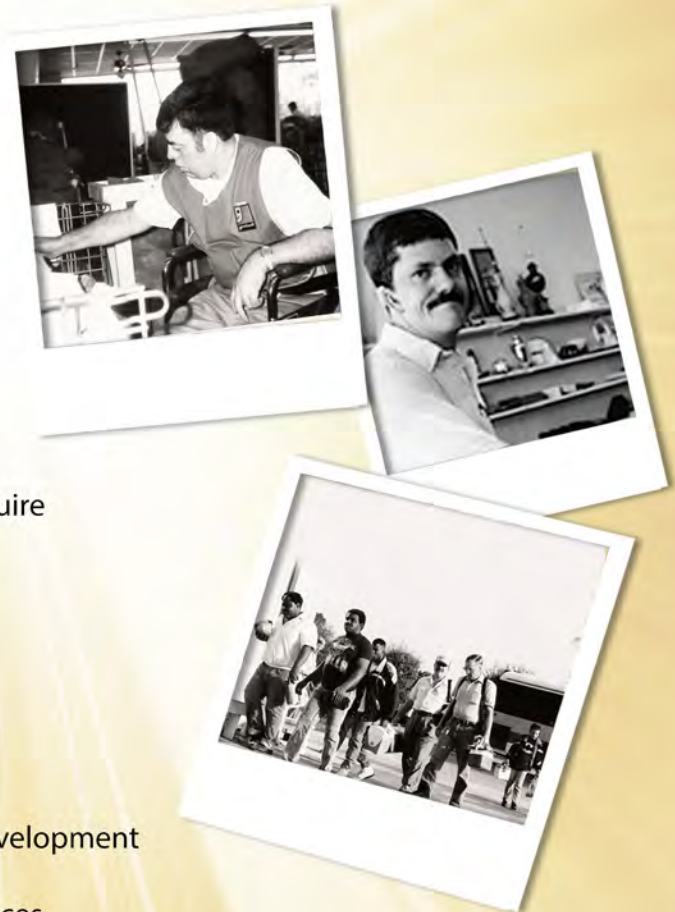
## Executive Leadership:

Carolyn Johnson, Vice President of Communications & Development  
John Nadeau, Vice President of Operations  
Fred Richards, Vice President of Community Support Services  
Doug Stewart, Vice President of Finance

## Thank You to our Past and Present Leaders

Goodwill Industries of Southwest Florida wishes to acknowledge the visionary executive directors and presidents who have led us in our mission to serve our community.

Kenneth R. Troutman	1974 - 1985	Thomas L. Feurig	2003 - 2014
Kathy S. Beehler	1986 - 2002	Rick Evanchyk	2015 - present





# A Message from our President and Chairman

Anniversaries are a time for reflection: An occasion to look back on past accomplishments and look forward to the promises of the future.

Over the last 50 years, Goodwill has made a significant impact in the lives of hundreds of thousands of Southwest Floridians. Since 1966, we've provided opportunities to achieve independence. Our organization began by serving people with disabilities in Southwest Florida through work assistance training, rehabilitation, and education. Today, in response to our community's needs over the years, we've expanded our services to people with disadvantages that create barriers to employment and independence.

We've certainly grown in the last half century. Much of that growth came out of necessity, expanding to keep up with the needs of our community. As with any business, rapid growth is often followed by economic fluctuation, course correction and renewal. 2015 was that year of renewal for our Goodwill, and by design, it was a year to take inventory, reflect and carefully plan to serve our area better for the future.

In 2015, with careful strategic planning, our Goodwill slowed down our rapid growth and took a deliberate and steady course. Instead of taking on major projects or opening new stores, we grew where we could in order to provide for our mission services. We grew in our Outlet Center, E-commerce operations, and contract services. Because of that, we were able to continue serving the people of Southwest Florida that needed us the most.

We are proud to say that in 2015 we did not experience a decrease in our mission but rather an increase. With the addition of new training and certification programs, Goodwill was able to provide credentialing for auto technicians, as well as culinary certification classes, and we anticipate continued growth in our community education programs. In the immediate future, we plan to expand the Pathways to Opportunity program to more counties, add job readiness workshops in our region, and build two new stores that will provide more employment for people in Southwest Florida.

We are excited for the future and know that it will be bright. While it is difficult to predict the next 50 years, one thing is certain: Our commitment to the community and people of Southwest Florida will continue. Thank you for your continued support of our mission, our community, and the people we serve.

Michael W. Sullivan, Chairman  
Rick Evanchyk, President/CEO





## 2015 Chet Perry Breakthrough Achiever Jessica Estrada



"Everybody looked down on me. Everybody thought I was no good."

When Jessica Estrada moved to Florida from Oregon, she was a very different person than she is today. Learning disabilities and a speech impediment prevented Jessica from developing self-confidence.

"I didn't speak much," she says. "I was very shy."

That was in 2013. Shortly after arriving in Fort Myers, Jessica spotted the Goodwill Job-Link Family Resource Center on Palm Beach Boulevard in Fort Myers. Up until that point, Jessica only knew Goodwill for their Retail & Donation Centers.

Jessica, who dropped out of school in the eighth grade, signed up for GED classes at the Job-Link and entered the Beyond Jobs program, an initiative designed to provide women with tools and support to build a career.

"I never had a job before coming here, besides raising my kids," says Jessica. "I learned when you go to interview you have to dress nice, shake a person's hand, look them in the eye."

Jessica's experience at the Job-Link was transformative. She began volunteering at the center, and eventually earned her first-ever part-time job as a Job-Link assistant in 2014. Today, when clients enter the center, she greets them, sets appointments, and helps them file for assistance programs online. On average, Jessica helps about 700 clients a month.

"I fell in love with the job," says Jessica. "I'm glad I walked into this Job-Link and found out what it's all about. I like helping people."

Kaysy Maradiaga, the Palm Beach Blvd. Job-Link Coordinator, knew right away that Jessica was special.

"Jessica was the first person I met here," says Kaysy. "When I first started, she was more timid. I love her, she's so amazing."

Jessica's biggest test came in late 2015, when Kaysy was out for maternity leave. After several weeks of intensive training, the former volunteer ran Goodwill's busiest Job-Link center for two months.

"I took that chance to see if I could do it," says Jessica. "I think I did pretty good!"

When not assisting others in the community, Jessica is a mother to four girls, and a grandmother to two.

"I don't have to depend on anyone else," Jessica says of how her life has changed at Goodwill. "Goodwill helped me prove myself, showed me I could do something better with my life. I'm more happy, outgoing. Before here, I was sad, depressed. My husband says he never saw me so happy."



Like many high school students, Natalie Galindez faced an uncertain future after graduation. She had no work experience, no transportation, and no self-confidence. She didn't want to return to school, but because of her cognitive disabilities, she didn't think she'd be able to get a job either.

Natalie's outlook began to change when she met Goodwill's High School High Tech coordinator Claudia Lozano at a 2013 open house at Golden Gate High School.

"Claudia, she helped me a lot, she helped me succeed," says Natalie. "She was like, you need to find a job. Don't just sit around and be a couch potato!"

The Able Trust High School High Tech program is a career exploration program for high school students with disabilities. Goodwill manages the program at 13 schools in Southwest Florida.

"Natalie was the first student I met in Collier County," Claudia recalls of their first meeting. "Natalie had the idea that she had to do something after high school, but the scenario wasn't very clear. She tried several times to get a job, but she was very unsuccessful."

Together, Claudia and Natalie worked to develop a career and education plan. Claudia prepared Natalie for job interviews, and encouraged her to apply for a disability-accessible bus program. Claudia also helped Natalie secure summer work experience at a nearby Goodwill store.

"It was the first paid job she ever had in her life," says Claudia. "That opened her eyes, that she can be productive, proactive, and responsible. Those were the goals we set for the summer job."

"I love to work," Natalie laughs.

With her new mindset, Natalie applied for a seasonal job at the Publix at Pine Ridge Crossing in Naples. The seasonal job quickly became a permanent part-time position as a bagger at the store.

"When Natalie first got here, she was very shy, very quiet," explains Barbara Scovel, Natalie's supervisor at Publix. "She's come into her own. It's a matter of 'Wow, I can do this!' She's very outgoing now, and she's a very good addition. It's changed her, and it's changed us, too."

Natalie is quick to credit Claudia and Goodwill's High School High Tech program for her success.

"When I first met her, I didn't have nothing going on," Natalie explains. "She came around in my life, and she opened it."

Claudia gives the credit right back to Natalie.

"Her success, it's all about her," says Claudia. "She deserves this because she makes a great effort to overcome all the barriers—especially our biases and barriers to including people with disabilities in our lives."



2015  
Breakthrough Graduate  
Natalie Galindez





## 2015 Breakthrough Employer Sodexo



Finding the right person for the right job can be a daunting task. It requires sifting through applicants, looking for someone who has the right skills and the right personality for the position. It can be even more daunting if you are the new company in town, as Sodexo was during the Summer of 2015.

Sodexo is an international food service and facilities management company that oversees the Hendry County School District's lunchrooms

and food production. When Sodexo first came to Hendry County, the company transitioned many of the school district's existing employees into its workforce. However, with 7,400 students at nine service sites, the company needed additional employees.

"Before school started in September, there were rumors that the school lunchrooms were going to change in Hendry County," says Magdalena Flores, Goodwill's Job-Link coordinator in LaBelle. "So I went to their office, and they were hiring at that time."

"Magdalena knew we were looking for people to help in the cafeteria, and I needed an admin," says Erwin Evans, Sodexo general manager. Shortly thereafter, Magdalena introduced Erwin to Minerva Garcia a Job-Link client. "We hired her pretty much right on the spot."

Minerva, or "Minnie," as the Sodexo team calls her, was the first of half a dozen employees that the company has hired through Goodwill's Job-Link Centers. As an administrative assistant, Minnie quickly became Erwin's go-to employee. Because she is bilingual, she has helped the company interview a number of Spanish-speaking applicants for jobs at Sodexo.

Erwin now reaches out to the Goodwill Job-Link Centers whenever openings become available.

"Every time he has a position open, he comes to me," says Magdalena. "We have a good relationship ever since they came here; it's worked out really well. I think that's the best thing that could happen for every Job-Link Center."

"When you are interviewing someone you have to assess their skills, as well as who they are as a person," says Erwin. "Working with Goodwill, half the job is already done. It's worked out well for us, and I'd highly recommend it."



Business relationships are often only characterized by tasks, meetings, and invoices. Many partnerships never transcend beyond the business-to-business relationship. That is not the case with Sullivan, the employee benefits advisor used by Goodwill.

"It was really important for us to thoroughly understand the mission and goals of Goodwill," says Sullivan president Joseph Sullivan. "We really tried to bring our expertise to their organization to improve what they already had. We wanted to give them a benefit program that would map their footprint of team members-- from a financial perspective, from an access to care perspective, and an overall employee satisfaction perspective."

Sullivan worked with Goodwill to create a benefits program that assists employees in finding a provider and understanding their insurance options.

"We understand that not all non-profits are the same," says Joseph. "We wanted to help them with the challenges that they were having with their benefit program for both their insured and uninsured populations."

Sullivan also connected Goodwill to Family Health Centers of Southwest Florida. The partnership gives full- and part-time employees access to affordable services such as doctor visits, prescriptions, and dental services.

"We greatly value our partnerships with our clients," says Sullivan COO Catherine Ratcliffe. "This is why we strive to support them in every aspect possible."

Goodwill Human Resources Director Lara Sladick appreciates the support that Goodwill's employees receive from Sullivan. "They're very customer service-oriented, very responsive," Lara says. "They're a very good community partner. When we call them with an issue, we know it will get resolved. Plus, they're able to communicate with employees at a level that's comfortable for everyone. They can explain insurance situations in plain language."

In addition to benefits support, Sullivan has also been a financial supporter of The Southwest Florida Goodwill Foundation through events such as Goodwill's annual Festival of Trees and the Goodwill Golf Classic.

"We believe in financially supporting these events in an effort to help Goodwill do more in the community and continue to strengthen their mission throughout," says Joseph.

"Sullivan believes it's important to support organizations like Goodwill because, in doing so, we create a stronger and more comprehensive community for all of us to live and work in," says Catherine. "We believe it is our responsibility and mission to give back to those in most need. We are grateful for our success and want to share that success with others in the community."



2015  
Breakthrough Business  
Sullivan







2015

## Breakthrough Volunteer Jacob Dudoit

If you've ever shopped at the Port Charlotte Goodwill Retail & Donation Center, you've likely met Jacob Dudoit, and left with a smile on your face.

"Customers come in specifically looking for him," says Goodwill District Director Chris Karamalakis. "They want to hug him, say hello to him, and he makes their shopping experience fantastic."

Though he spends most of his volunteer time at the Port Charlotte location, Jacob has volunteered at three of Goodwill's Charlotte County stores, and he's not just a big hit with customers—he's also popular with management and staff.

"Jacob is always happy," says Shanie Sworab, a retail processor at Port Charlotte. "He always has a smile on his face, always has a positive attitude. He's so eager to help, you know. It's good that he has the positive energy, because you feed off of it."

When Jacob came to Goodwill, he'd attempted to volunteer at other nonprofits, but hadn't found the right match. His eager attitude and can-do attitude were a perfect fit at Goodwill.

"They needed my help," says Jacob. "I do everything. I answer the phones, I sort, I tag. I do everything because I like to help people out that are in need."

Even when he's not volunteering, Jacob is determined to help others. He recently attended Goodwill's Trailways Camp as a participant, but insisted on assisting staff and volunteers during the four-day experience.

"People love him, and he loves people," says Chris. "Jacob is just a ball of energy. He has no limits to what he can do. I've never met anybody who's so positive. His main goal in life is to help people."

### About Volunteering at Goodwill:

Volunteers are one of Goodwill Industries of Southwest Florida's most valuable assets. Volunteerism is an important form of philanthropy, and we appreciate all those that donate their time to Goodwill's mission.

While many volunteers help in our retail stores, we have openings at our main office, the Goodwill Opportunity Center, as well as our Job-Link centers, programs like Trailways Camp, and at special events like the Festival of Trees. For more information about volunteer opportunities at Goodwill, please visit [www.goodwillswfl.org/volunteering](http://www.goodwillswfl.org/volunteering)



When you think of a bank, checking accounts, loans, retirement planning, and mortgages likely come to mind. However, community involvement and philanthropy are two words that go hand-in-hand with the SunTrust philosophy. The cornerstone of that philosophy is the SunTrust Foundation, which provides community grants to organizations like Goodwill.

"SunTrust has always been a really philanthropic organization," says Steve Vito, regional president of SunTrust Bank, Southwest Florida. "The SunTrust Foundation was created to make sure giving was done in perpetuity."

SunTrust first became involved with Goodwill's mission through the Goodwill MicroEnterprise program. That relationship quickly grew to include financial education seminars for Goodwill clients and employees, and sponsorships of Goodwill's community events. Most recently, the SunTrust Foundation supported Goodwill's Pathways to Opportunity program, which assists adults with intellectual disabilities. SunTrust's contribution helped purchase a van to take participants into the community for hands-on educational experiences.

"Having a van for Pathways is essential," says Fred Richards, Goodwill's vice president of community support services. "It gives our participants the opportunity to practice the life skills they're learning in the classroom in a real-life setting. That will help them become more independent and self-sufficient. And without contributors like SunTrust, these gifts of opportunity wouldn't happen for our participants."

"It's one of the things we are most proud of," says SunTrust Community Development Manager Mark DeHaan. "We're helping get those folks out into the community."

In addition to financial support, SunTrust has also been a valued volunteer partner. In 2015, staff from two SunTrust Bank locations volunteered their time and efforts to design a pair of trees for Goodwill's annual Festival of Trees. In total, the Festival grossed more than \$77,000, which benefited The Southwest Florida Goodwill Foundation.

SunTrust's Foundation committee meets monthly to discuss grant requests, and in 2015, gave \$500,000 to various community organizations. The Foundation looks for organizations that are dedicated to strengthening and supporting the communities SunTrust serves.

"We have a valued partnership," says Mark. "We feel like we are a part of Goodwill. [This award is] an absolute honor."



2015

Breakthrough Philanthropist

SunTrust & The SunTrust Foundation



# 2015 By the Numbers



Goodwill Industries of Southwest Florida, Inc. helped more than **42,400** Southwest Floridians become more independent in 2015.

(1 in every 29 people in Charlotte, Collier, Glades, Hendry and Lee Counties)



More than **16,400 individuals** received Goodwill assistance through four neighborhood outreach centers.

**12,384 new clients** turned to Goodwill Job-Link Centers for employment services, skills training, and family strengthening services.

We provided **264 units** of safe, accessible, income-sensitive housing to more than **300 seniors and people with disabilities**.

**131 students with disabilities** received career exploration and mentoring through The Able Trust High School High Tech (HSHT) program at thirteen area high schools.

The Goodwill SWFL MicroEnterprise Institute helped **69 entrepreneurs** pursue their dreams of small business ownership.

We provided several nights of independence and camaraderie to **60 adults with disabilities** through Trailways Camps.

**47 middle and high school students with intellectual disabilities** enrolled in the Goodwill L.I.F.E. Academy charter school. Six students graduated with special option diplomas or certificates of completion in May.

Our Culinary and Auto Care certification programs produced **30 graduates** with new career skills.

Our new Pathways to Opportunity adult day training program helped **28 adults** with intellectual disabilities pursue a more independent life.

More than **11,700 people with disabilities and disadvantages** turned to Goodwill for general assistance, vouchers, information and referrals to other needed community services.

**1,341 people** found jobs through our Job-Link, On-the-Job Training, Beyond Jobs, MicroEnterprise, Pathways to Work and youth service programs.







Goodwill Industries of Southwest Florida earned “**Best Charitable Organization**” honors from Gulfshore Business magazine for the second year in a row. The Fort Myers News-Press “**Best of SWFL**” reader’s poll also honored Goodwill as “**Best Non-Profit**” and “**Best Thrift Store.**”

Through a partnership with nationally-syndicated radio host and mechanic Pam Oakes, Goodwill began offering **ASE auto tech certification courses**.

Goodwill’s **Teen Outreach Program** launched at two area community centers: Suncoast Estates and Pine Manor.

The Pathways to Opportunity adult day training program **received a 100% score** on its first Medicaid audit—a score nearly unheard of for a program in its first year.

The Naples Towne Centre Retail & Donation Center was **remodeled** to provide a more pleasant shopping experience.

Goodwill’s Retail & Donation Centers, Donor Concierge, and home pickup services collected nearly **775,000 donations** from Southwest Floridians, for a total of almost **31 million pounds of donations**.



Our E-commerce department reached a milestone: More than **\$3 million generated in online sales**.

Goodwill Secure Shred processed and recycled **more than 1.8 million pounds** of paper and cardboard.

The Communications and Development department received an **Image Award of Distinction** for online audience engagement from the Southwest Florida chapter of the Florida Public Relations Association.

Goodwill **shoppers donated \$193,991.50** to the Southwest Florida Goodwill Foundation through our Round Up campaign at the cash registers.

Our annual fundraiser, the Festival of Trees, expanded to include its first tree raffle. Nine beautifully decorated trees were raffled off to the community—the others were auctioned at the Tux & Trees Gala. In total, the Festival **raised \$77,000** for our foundation.

In celebration of Independence Day, Goodwill collected **472 unserviceable American flags** for a proper retirement.



2015  
Year in Review





# Half a Century of Goodwill



**1955** News-Press Publisher Chesley Perry visits Goodwill Industries-Suncoast in St. Petersburg and is so impressed with the organization's mission and service that he begins to lobby for a Goodwill in Fort Myers.

**1959** Goodwill Suncoast opens a store in downtown Fort Myers, near the site of the Andrew D. Gwynne Institute.



**1965** Perry, along with a group of notable area business leaders, raises enough funds to purchase and renovate a citrus packing plant on Bayshore Road in North Fort Myers. The lot would be Goodwill's home for the next 48 years.

**1966** Goodwill Industries of Southwest Florida is incorporated as a division of Goodwill Industries-Suncoast.



**1973** Kim Yape is hired through a school-to-work transition program for students with disabilities. Kim continues to be a valued Goodwill employee today.



**1975** The citrus plant is torn down and replaced by a steel structure, called the Goodwill Rehabilitation Center.





**1975** Goodwill opens its first Attended Donation Center, a staffed donation drop-off point that replaces collection boxes.

**1980** In addition to retail work, Goodwill also offers employment opportunities to people with disabilities through the Work Adjustment Training program.

**1982** Goodwill Industries of Southwest Florida earns its autonomy, separating from Suncoast.



**1983** The Commission on Accreditation of Rehabilitation Facilities (CARF) approves Goodwill as the first accredited organization in Southwest Florida. To this day, we have maintained CARF accreditation.

**1988** Goodwill becomes a community leader in sustainability by partnering with Anheuser-Busch to collect and recycle aluminum. Though we no longer recycle cans, we recycled 9.5 million pounds of items in 2015 through the salvage market.



**1989** Hollywood comes to Goodwill! The Alan Arkin/Patrick Dempsey film *Coupe De Ville* films in Cape Coral, and set designers purchase more than \$4,000 of props from the new Cape Coral store.

**1989** The State of Florida awards Goodwill a contract to clean rest areas in our region, the early beginnings of our janitorial/floor care business.



**1991** Goodwill SWFL ships 20 tons of clothing and shoes, along with 100 pairs of crutches to Moscow as part of a GII partnership program. The supplies are used to open a Goodwill in Russia.

**1994** Goodwill's main office adds a 10,000-foot expansion to house the organization's administrative offices.



**1997** Park Villas, Goodwill's first disability-accessible housing complex, opens in North Fort Myers

**2001** Goodwill joins the digital age by selling gently-used items online through Shopgoodwill.com.

**2003** Through a grant from the Able Trust, Goodwill launches the High School High Tech program at Lee County high schools.

**2004** Hurricane Charley devastates Southwest Florida, destroying two Goodwill stores and closing another for six months. Goodwill partners with numerous local nonprofits to provide clothing and needed goods to 6,000 hurricane survivors.



**2005** The Goodwill L.I.F.E. Academy opens, offering a specialized education to students with intellectual disabilities in Lee County.

**2007** Goodwill launches its most successful business line to date Goodwill Secure Shred.

**2007** The inaugural Festival of Trees raises funds to support Goodwill's mission.





**2008** Goodwill begins accepting financial gifts through the Southwest Florida Goodwill Foundation. The foundation's mission is to support the long-term perpetuity of Goodwill's programs and services.

**2009** Goodwill's career resource centers, once used primarily for helping people with disabilities find work, expand to assist people with all barriers to employment. These new, expanded centers are renamed Job-Link Centers.

**2010** The Goodwill SWFL MicroEnterprise Institute launches, celebrating 14 graduates in its first class of aspiring small business owners.



**2012** A grant from the Robert V. and Benjamin G. Miller Fund allows Goodwill to host Trailways Camp, a four-day residential camping experience for adults with disabilities.

**2013** After nearly five decades along Bayshore Road in North Fort Myers, Goodwill moves to its 124,000 square foot home in Fort Myers, the Goodwill Opportunity Center.



**2014** Goodwill's Pathways to Opportunity program begins offering day training services to adults with intellectual disabilities.

**2014** Goodwill hits the road: The Mobile Job-Link, a converted RV, begins offering Job-Link services to individuals with transportation barriers.

**2015** Goodwill reaches new milestone: More than 40,000 Southwest Floridans served through our programs and services.



*Half a Century of Goodwill*





# Honoring our 20+ Year Employees



*"When people go to work, they shouldn't have to leave their hearts at home."*

*--Betty Bender*

Goodwill Industries of Southwest Florida is one of the 40 largest employers in our region. In fact, our Goodwill family includes more than 950 employees. Nearly a dozen have been part of our family for more than 20 years.



**42 Years**

**Kim Yape**  
Salvage Material Handler I  
Opportunity Center  
Hired September 10, 1973




**37 Years**

**Susanne Hankins**  
Retail Processor  
North Cape Coral Store  
Hired March 6, 1978




**33 Years**

**Mary Keesee**  
Retail Processor  
South Fort Myers Store  
Hired February 22, 1982




**31 Years**

**John Collins**  
Retail Sales Associate  
Lehigh Acres Store  
Hired October 15, 1984



**30 Years**

**Mark Hankins**  
Salvage Material Handler I  
Opportunity Center  
Hired June 17, 1985



**28 Years**

**Mark Albert**  
Retail Sales Associate  
Port Charlotte Store  
Hired July 8, 1987



**25 Years**

**John Devereaux**  
E-Books Clerk  
ShopGoodwill.com  
Hired September 24, 1990



**25 Years**

**Angeline Burnett**  
Retail Sales Associate  
Moore Haven Store  
Hired December 11, 1990



**22 Years**

**Cindy Scott**  
Store Manager  
Island Park Store  
Hired November 15, 1993



**21 Years**

**Charissa Comerota**  
Graphic Artist/Webmaster  
Opportunity Center  
Hired April 25, 1994



**20 Years**

**Brad Ellena,**  
Floor Care Manager  
Opportunity Center  
Hired September 22, 1995

*"The greatest value of having good people around you is not what you get from them, but the better person you become because of them."*

*--Nishan Panwar*



## Charlotte County

Attended Donation Centers:	2
High School High Tech:	3
HUD Housing:	2
Job-Link Locations:	2
Retail & Donation Centers:	4

## Lee County

Attended Donation Centers:	7
High School High Tech:	4
HUD Housing:	11
Job-Link Locations:	8
L.I.F.E. Academy Middle/High School:	1
Neighborhood Outreach:	4
Pathways to Opportunity:	1
Retail & Donation Centers:	17

## Collier County

Attended Donation Centers:	3
High School High Tech:	3
Job-Link Locations:	1
Retail & Donation Centers:	6

## Hendry County

High School High Tech:	2
HUD Housing:	2
Job-Link Locations:	2
Retail & Donation Centers:	2

## Glades County

High School High Tech:	1
Job-Link Locations:	1
Retail & Donation Centers:	1



**2015 Store of the Year**  
**South Fort Myers Store #138**

*Opportunities provided  
 in our community!*





# Thank you to our 2015 Contributors



The Southwest Florida Goodwill Foundation is a qualified 501(c)(3) organization whose sole purpose is supporting the mission of Goodwill Industries of Southwest Florida.

The Foundation serves as the official recipient of charitable contributions from the general public. These donations may include outright cash gifts or multi-year pledges, appreciated securities, and certain categories of marketable assets such as real estate. Donors may leave a legacy through testamentary beneficiary designations by will, individual retirement accounts, life insurance, and trusts. The Foundation provides giving opportunities at fundraising events such as the Festival of Trees. Finally, our Foundation also accepts "Round Up" donations at our store cash registers, corporate donations through employee matching gifts and corporate foundations, and other qualified foundations or donor-advised fund sources.

The Foundation is committed to generating and stewarding diverse funding sources to help Goodwill more adequately address the emerging needs of our region. The unrestricted and restricted funding opportunities for our philanthropic friends to make impactful investments are:

- Mission Excellence
- Education & Scholarship
- Employment & Training
- Housing
- Youth and Adult Empowerment

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Ms. Isabelle Moon  
Mr. & Mrs. Walter and Emma Nelson  
Mr. & Mrs. Charles and Doreen Monahan  
Ms. Claudia Monte  
Ms. Lucy Moran  
Mr. & Mrs. Nancy and Rodger Murtaugh  
Mr. John and Pamela Noland  
Mr. & Mrs. Cory and Kirsten O'Donnell  
Mr. John Okonek  
Mr. & Mrs. Steven and Bonita Olesen  
PACE Center for Girls- Lee County  
Ms. Marie Paige  
Mr. Douglas Parker  
Mr. & Mrs. Anthony and  
Daisy-Anne Petraglia  
John E. and Aliese Price Foundation  
Mr. Ray V. Pottorf  
Mr. & Mrs. Christopher and Amber Powell  
Mr. Thomas Premo  
Mr. & Mrs. Robert and Lori Randall  
Mr. & Mrs. C.B. and Patricia Rebsamen  
Mr. & Mrs. Fred and Becky Richards  
Ryder Systems, Inc.  
Mrs. Kathryn Schrack  
Mr. Aj Seiple  
Mr. & Mrs. Shane and Tiffany Shirey  
Mr. & Mrs. Ron and Lois Shulman

Mr. & Mrs. Gismonde and  
Catherine Silvestrone  
Mr. & Mrs. Jon and Joyce Simmons  
Ms. Janice Smith  
Mr. & Mrs. Fernando and Sally Soto  
Ms. Mary Sparkman  
Ms. Carole Stansfield  
Mr. Sheldon Starman  
Mr. James Stepanic  
Mr. & Mrs. Doug and Karen Stewart  
Mr. Tom Stitt  
Mr. & Mrs. Karen and Michael Sullivan  
SunTrust Bank  
Ms. Ann Talcott  
Team Insanity Soccer Team  
Alexander Tognino Foundation, Inc.  
Ms. Katherine Tognino-Albanese  
Mr. & Mrs. William and Natalie Tursi  
Value Max Products  
Mr. Jerry Welty  
Ms. Heather Wirth  
Mr. & Mrs. Edward and Judith Wessel  
Yellow Strikers Soccer Team  
Ms. Trischa Zumbach

## Memorial Gifts:

In Memory of Jean Devereaux  
Gen. & Mrs. James and Sharlene Dozier  
Mr. & Mrs. Mark and Nancy Durling  
Ms. Marjorie Probst  
Mr. & Mrs. Peter and Dianne Rushton  
Ms. Lee Sardinha  
Mr. Jon Simmons



# Goodwill Industries of Southwest Florida, Inc. GW Services of Southwest Florida, Inc.

2015 Summary Financial Statement Information  
As of December 31, 2015 (Unaudited)

## BALANCE SHEET

### ASSETS

#### Current Assets:

Cash & Investments	\$ 2,121,187
Accounts Receivable	\$ 1,404,794
Inventories & Other Current Assets	\$ 7,956,660
<b>Total Current Assets</b>	<b>\$ 11,482,641</b>

#### Non-current Assets:

Land, Buildings & Equipment (Net)	\$ 45,846,396
Intangible Assets	\$ 1,462,269
Long-term Receivable – Financing	\$ 14,333,181
Long-term Pledge Receivable	\$ 588,569
Other Non-current Assets	\$ 2,585,450
<b>Total Non-current Assets</b>	<b>\$ 64,815,865</b>

**TOTAL ASSETS** **\$ 76,298,506**

### LIABILITIES & NET ASSETS

#### Current Liabilities:

Accounts Payable & Accruals	\$ 2,466,572
Other Current Liabilities	\$ 3,481,211
<b>Total Current Liabilities</b>	<b>\$ 5,947,783</b>

#### Non-current Liabilities:

Long-term Debt - Financing	\$ 26,191,935
Long-term Debt	\$ 9,335,160
<b>Total Non-current Liabilities</b>	<b>\$ 35,527,095</b>

**Total Deferred Revenue** **\$ 121,240**

**Total Liabilities & Deferred Revenue** **\$ 41,596,118**

**Net Assets** **\$ 34,702,388**

**TOTAL LIABILITIES & NET ASSETS** **\$ 76,298,506**

## INCOME STATEMENT

### REVENUES

Retail Stores	\$ 26,604,655
ECommerce	\$ 3,209,195
Salvage	\$ 1,232,306
Community Support Services (CSS) & Grants Revenue	\$ 1,206,168
Business Services	\$ 2,575,407
Other	\$ 1,141,841
<b>TOTAL REVENUE</b>	<b>\$ 35,969,572</b>

### EXPENSES

Retail Stores	\$ 19,620,007
ECommerce	\$ 1,979,681
Salvage	\$ 1,323,226
Community Support Services (CSS)	\$ 2,232,320
Business Services	\$ 2,345,637
General & Administrative	\$ 3,635,746
Other	\$ 1,679,208
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 32,815,825</b>

**INCOME FROM OPERATIONS** **\$ 3,153,747**

### LESS

Depreciation & Amortization	\$ 2,264,825
Loss on Interest Rate Swap Agreement	\$ 70,741

**NET INCOME** **\$ 818,181**





## Affiliations:

The Able Trust  
Commission on Accreditation of Rehabilitation Facilities (CARF)  
Florida Goodwill Association  
Florida Division of Vocational Rehabilitation  
Goodwill Industries International, Inc.  
Southeastern Association of Goodwills  
United Way

## Grant and Program Support:

The Able Trust  
American Endowment Foundation  
Autism Speaks  
Bank of America  
BankUnited  
Boston Red Sox  
Boston Red Sox Foundation  
Cape Coral Community Foundation  
Charlotte Board of County Commissioners  
Charlotte County Economic Development  
City of Cape Coral  
City of North Port  
Comerica Bank  
Community Foundation of Collier County  
Community Foundation of Sarasota County  
Enterprise Charlotte Foundation  
Enterprise Holding  
First Florida Integrity Bank  
FISH Florida  
Florida Community Bank  
Claiborne & Ned Foulds Foundation  
Health Planning Council of Southwest Florida  
The Home Depot Foundation  
IBERIABANK

Lee County Department of Human Services  
Martin Foundation  
Robert V. and Benjamin G. Miller Fund  
Mutual of Omaha  
Naples United Church of Christ  
Laura Niles Foundation  
John E. and Aliese Price Foundation  
Publix Foundation  
Robert Rauschenberg Foundation  
Ryder Foundation  
Richard M. Schulze Foundation  
Rotary Club Fort Myers South  
Scripps Howard Foundation  
Southwest Florida Community Foundation  
Southwest Florida Goodwill Foundation  
SunTrust Foundation  
Third Federal Savings & Loan  
United Way of Lee, Hendry, Glades & Okeechobee  
United Way of Charlotte County  
United Way of Collier County  
UPS Foundation  
Walmart Foundation  
Wells Fargo

# Goodwill

Industries of Southwest Florida, Inc.



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