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 a 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)

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>PEOPLE SERVED</td>
<td>60,564</td>
</tr>
<tr>
<td>PEOPLE WITH DISABILITIES</td>
<td>10,633</td>
</tr>
<tr>
<td>WORKFORCE</td>
<td>19,279</td>
</tr>
<tr>
<td>YOUTH &amp; COMMUNITY</td>
<td>16,528</td>
</tr>
<tr>
<td>REFUGEES &amp; IMMIGRANTS</td>
<td>396</td>
</tr>
<tr>
<td>VETERANS</td>
<td>721</td>
</tr>
<tr>
<td>RETAIL DONORS</td>
<td>958,000</td>
</tr>
<tr>
<td>LOYALTY SHOPPERS</td>
<td>80,264</td>
</tr>
</tbody>
</table>

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

**OUR IMPACT**

**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.

**6,170**

PEOPLE PLACED IN JOBS

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

**11,600**

YOUTH PARTICIPATED IN EDUCATIONAL & RECREATIONAL PROGRAMS

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

**11,600**

YOUTH SERVICES

**6,170**

PEOPLE PLACED IN JOBS
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-Similian Family Foundation
- Goodwill Industries International, Inc.

$2,500-$10,000
- 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 Fervessy Foundation
- The Gordon and Llura Gund Foundation
- The Kruse-Welchel 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 (NYSDOL)
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 (HRRA)
New York City Department of Youth and Community Services (DYCSD)
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
- Berenangia Development
- CBRE
- Colonial Voluntary Benefits
- Connecticut General Life Insurance Company (CGICA)
- 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
- Hux Xing Construction Corp
- Jeffrey Realty
- J.P. Morgan Chase & Co.
- KM Lighting, Inc.
- MJB Asset Management, LLC
- Pine Hollow Country Club
- RBT Co. LLC
- Security Door & Lock

$1-$500
- TG S & L 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 L. Schieffelin Residuary Trust

Donors

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

* Ms. Susan K. Allen
* Ms. Irene Aurinmera
* Mr. Andrew Baier
* Mr. Robert Baker
* Mr. Damodaram Bashyam
* Mr. and Mrs. Philip W. and Gladys M. Chapman
* Ms. Catherine A. Connelly
* Mr. David C. Coquillette
* Mr. and Mrs. Michael Coyle
* Mrs. Patricia Delforo Heck
* Ms. Elaine G. Drummond
* Dr. Judith Favel
* Mr. Brian Fethertonhaugh
* Mrs. Bing E. Garrod
* Ms. Katy Gaul-Stigge
* Mr. Emil Geering
* Mr. Henry Gooss
* Mr. Juerg Grimm
* Mr. and Mrs. William and Shirley Horbatt
* Mr. Michael S. Insel, Esq.
* Ms. Grace Kimm
* Mr. Steven B. Kinsky
* Mr. Michael Koester
* Mr. Brian Lally
* Mr. and Mrs. David L and Susan Levine
* Mr. James J. Matsuoka, Esq.
* Mr. and Mrs. Constantine Mihopoulos
* The Honorable Catherine T. Nolan
* Mr. Peter Naylor
* Ms. Jennifer Ray
* Mr. Matthew Reid
* Ms. Elizabeth Ribayik
* Ms. Kira Siergiejew
* Mr. Warren H. Shadek
* Mr. Grant Simmons
* Ms. Kira Sergievsky
* Mr. Matthew Reid
* Mr. and Mrs. Charles Warren
* Dreikorn
* Mr. Minoo Valenciano and Mrs. Sarah
* Mr. Brian Fetherstonhaugh
* Mr. Dr. Judith Favell
* Ms. Elaine G. Drummond
* Mrs. Patricia DelToro Heck
* Mr. and Mrs. Michael Coyle
* Mr. David C. Coquillette
* Ms. Catherine A. Connelly
* Ms. Grace Kimm
* Mr. Matthew Reid
* Ms. Elizabeth Ribayik
* Ms. Kira Siergiejew
* Mr. Warren H. Shadek
* Mr. Grant Simmons
* Mrs. Aida Slabotzky
* Mr. Charles Sloan
* Mr. Steven Smoland
* Dr. Samuel L. Stanley, Jr.
* Ms. Julia C. Tobey
* Mr. Don M. Wilson, III
* Ms. Susan Wolitz
## CONSOLIDATED FINANCIALS

### Summarized Financial Position As of 6/30/16

<table>
<thead>
<tr>
<th>ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Investments</td>
<td>$20,189,779</td>
</tr>
<tr>
<td>Accounts and Pledge Receivables</td>
<td>10,407,051</td>
</tr>
<tr>
<td>Other Assets</td>
<td>7,369,704</td>
</tr>
<tr>
<td>Property and Equipment</td>
<td>14,930,353</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$52,896,867</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Payables and Other Liabilities</td>
<td>$16,582,773</td>
</tr>
<tr>
<td>Mortgages</td>
<td>2,490,356</td>
</tr>
<tr>
<td>Net Assets</td>
<td>33,823,738</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$52,896,867</strong></td>
</tr>
</tbody>
</table>

### Summarized Financial Results - Year End 6/30/16

<table>
<thead>
<tr>
<th>ORGANIZATIONAL REVENUES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$1,548,759</td>
</tr>
<tr>
<td>Contributions - Donated Goods</td>
<td>42,808,656</td>
</tr>
<tr>
<td>Sale of Goods and Contract Services</td>
<td>42,308,193</td>
</tr>
<tr>
<td>Fees and Grants from Governments</td>
<td>33,351,235</td>
</tr>
<tr>
<td>Tenant Rent</td>
<td>1,741,189</td>
</tr>
<tr>
<td>Other</td>
<td>(139,333)*</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$121,618,699</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ORGANIZATIONAL EXPENSES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales of Goods &amp; Contract Services</td>
<td>$78,178,033</td>
</tr>
<tr>
<td>Rehabilitation &amp; Employment Services</td>
<td>32,084,076</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>10,101,946</td>
</tr>
<tr>
<td>Other Supporting Services</td>
<td>208,068</td>
</tr>
<tr>
<td>Fundraising</td>
<td>478,094</td>
</tr>
<tr>
<td>Residential Services</td>
<td>2,510,491</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$123,560,708</strong></td>
</tr>
</tbody>
</table>

**NET INCOME (LOSS)**

- **$(1,942,009)**

* Includes Investment and Other Nonoperating Activity
OUR MISSION

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

BOARD OF DIRECTORS

OFFICERS

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

GOODWILLNYNJ.ORG