



# DIGNITY OF WORK



# A MESSAGE FROM THE BOARD CHAIR & THE PRESIDENT

## Greetings Goodwill Friends,

We are pleased to share with you the exciting year we had in 2015, which also happened to be our centennial! With your support we continued the Goodwill NYNJ mission of empowering individuals with disabilities and other barriers to employment to gain independence through the power of work. As we celebrated our centennial in 2015, we also began planning for the future – which included the appointment of Katy Gaul –Stigge as our new President & CEO.

More than 100 years ago, Goodwill NYNJ was founded in Brooklyn. With humble beginnings in the basement of a church, the founders set an important goal: helping persons with disabilities and other disadvantages achieve self-sufficiency. Today we are proud of that legacy, one of the first social enterprises, with 41 retail stores, 70 programs throughout New York and New Jersey, 86,000 served and thousands placed, 117 million pounds of useable goods kept from landfills, and communities thriving because our citizens are building better lives through the power of work.

The story of Goodwill NYNJ is people like Goldine, a third key in our 14th Street store, who was unable to find work because her disability was not accepted by employers, or Jonathan, a Veteran who had trouble transferring his armed forces skills to a job that would help pay his bills, or Rakeem, a talented young artist, who was having trouble in school, but was able to channel his creativity into photography. This is just a glance at some of the individuals who have passed through our doors towards independence by the power of work.

Goodwill and non-profits have a myriad of challenges but also many opportunities. For this reason, we plan to expand our social enterprise opportunities, focus our efforts on workforce development services to job-seekers and continue to build career pathways that will enhance the lives of thousands of individuals and families in the Greater New York and New Jersey area. I hope you will join the over 1,700 Goodwill family members as we embark on this exciting new journey!

Sincerely,



**HENRY E. GOOSS**  
BOARD CHAIR



**KATY GAUL-STIGGE**  
PRESIDENT & CEO

# POWERED BY PEOPLE (2015)

PEOPLE SERVED



86,295

PEOPLE WITH DISABILITIES



22,895

WORKFORCE



20,195

YOUTH & COMMUNITY



20,042

REFUGEES & IMMIGRANTS



459

VETERANS



944

RETAIL DONORS



877,000

LOYALTY SHOPPERS



133,252

## 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



GoodwillINYNJ operates 200 units of affordable housing in Astoria, Queens



NY  
NJ

# DONATE STUFF. CREATE JOBS.

In 2015, Goodwill stores received 117 million pounds of donated goods that would have ended up in the landfill



your donated goods sold in our 41 stores create jobs



WORKFORCE



PEOPLE WITH DISABILITIES



YOUTH

# 100 YEARS OF GOODWILL: OUR IMPACT


As a founding member of Goodwill Industries International, we are a network of 164 autonomous non-profits. Goodwill Industries of Greater New York and Northern New Jersey, Inc. has helped individuals and their families achieve a better life for 100 years. Our programs and services empower thousands of people annually.

## WORKFORCE DEVELOPMENT

In 2015, we placed 7,500 individuals with disabilities and other barriers to employment in jobs. These individuals are gaining independence and building careers.

# 7.5K

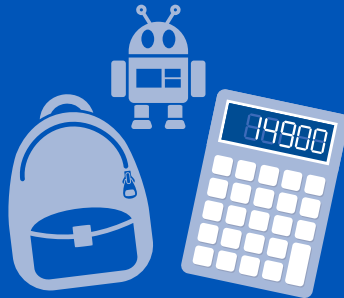
### PEOPLE PLACED IN JOBS

 = 100 JOBS



# 14.9K

### YOUTH PARTICIPATED IN EDUCATIONAL & RECREATIONAL PROGRAMS



## YOUTH SERVICES

Goodwill serves youth ages 5-24 in programs located in Brooklyn and Queens. Our programs are designed to excite youth about their potential as they explore career pathways. Services include academic support, STEAM, specialized high-school prep, internships, mentoring, college tours and summer camp.

## PEOPLE WITH DISABILITIES

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

# 1 IN 7

### GOODWILL RETAIL EMPLOYEES HAS A DISABILITY



# DONORS AND PARTNERS

Goodwill NYNJ thanks all our generous individual donors. Donors listed below gave \$250 or more in 2015. 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 Kessler Foundation

### \$25,001-\$50,000

Bank of New York Mellon Foundation  
The William T. Morris Foundation

### \$15,001-\$25,000

William Ross Reid Wilson Memorial Fund

### \$10,001-\$15,000

Johnson-Stillman Family Foundation

### \$2,500-\$10,000

The Sandra Atlas Bass and Edythe & Sol G. Atlas Fund  
Goodwill Industries International, Inc.

### \$501-\$2,500

The Adam and Tracey Collins Foundation  
Gary and Nancy Penisten Family Foundation

### \$1-\$500

The Frances and Benjamin Benenson Foundation, Inc.  
Stanley J. and Doris Fennessy Foundation  
The Gordon and Llura Gund Foundation  
Kruise-Whelchel Family Fund

## Public Funders

United States Social Security Administration (SSA)  
National Endowment for the Arts (NEA)  
New York State Office of Temporary and Disability Assistance (OTDA)  
New York State Education Department (NYSED)  
New York State Office of Vocational and Educational Services for Individuals with Disabilities (ACCES-VR)  
New York State Office of Mental Health (OMH)  
New Jersey Department of Labor - Division of Vocational Rehabilitation Services (DVRS)

New York State Department of Labor - Bureau of Refugee & Immigrant Assistance (BRIA)  
New York State Office for People with Developmental Disabilities (OPWDD)  
New York City Human Resources Administration (HRA)  
New York City Department of Youth and Community Services (DYCD)  
New York City Department of Education (DOE)  
New York City Department of Health and Mental Hygiene (DOHMH)  
Queens Council on the Arts (QCA)  
Town of Hempstead Department of Occupational Resources

## Corporate Partners

### \$15,001-\$25,000

New Mountain Capital, LLC

### \$10,001-\$15,000

American Pride Trucking  
Kelley Drye & Warren, LLP

### \$5,001-\$10,000

Hoplite Capital Management  
Hub International Northeast Limited

### \$2,501-\$5,000

Apollo Plumbing & Heating, Inc.  
Aries Deitch & Endelson, Inc.  
CBRE  
Connecticut General Life Insurance Company (CIGNA)  
Berengaria Development  
Broadview Networks  
EmblemHealth Services, LLC  
Empire Blue Cross Blue Shield  
Garrison Protective Services, Inc.  
Interstate Interiors, Inc.  
Irwin Siegel Agency  
Lloyd Staffing  
Marks Paneth, LLP  
Mutual of Omaha  
OgilvyOne Worldwide

### \$501-\$2,500

Bug Buster Entomological Services  
Finish Wood, Inc.  
First Eagle Investment Management, LLC  
Herkimer Area Resource Center  
Jeffrey Realty  
JPMorgan Chase & Co.  
KM Lighting, Inc.  
MJB Asset Management, LLC  
New York State Industries for the Disabled (NYSID)  
Pine Hollow Country Club  
Western Suffolk Gastroenterology Associates

### \$1-\$500

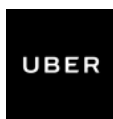
C & K Systems, Inc.  
Conlon Engineering, LLC  
Cornerstone Properties  
Equestar Realty  
Johanna Bloomfield, Inc.  
KAG Research Services, Inc.  
L. Franz Landscaping  
National EAP  
Wilkinson O'Grady & Co.  
RL Cooper Associates  
Sholom and Zuckerbrot Realty  
Sterling Sanitary Supply Corporation  
Thirty Broadway  
WML Enterprises, Inc.

## Donors

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

Mr. Michael Ajouz  
Ms. Susan K. Allen  
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Mr. Sanford Weinstein\*\*  
Mr. Don M. Wilson, III\*  
Ms. Susan Wolitz



# FINANCIALS

## Summarized Financial Position As of 6/30/15

### ASSETS

Cash and Investments	\$20,351,707
Accounts and Pledge Receivables	9,066,663
Other Assets	7,282,421
Property and Equipment	17,133,874

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<b>TOTAL</b>	<b>\$53,834,665</b>
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### LIABILITIES AND NET ASSETS

Payables and Other Liabilities	\$15,346,769
Mortgages	2,722,149
Net Assets	35,765,747

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<b>TOTAL</b>	<b>\$53,834,665</b>
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## Summarized Financial Results - Year End 6/30/15

### ORGANIZATIONAL REVENUES

Contributions	\$619,628
Contributions - Donated Goods	40,436,531
Sale of Goods and Contract Services	43,964,462
Fees and Grants from Governments	31,440,756
Tenant Rent	1,687,651
Other	1,088,318*

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<b>TOTAL</b>	<b>\$119,237,346</b>
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### ORGANIZATIONAL EXPENSES

Sales of Goods & Contract Services	\$76,254,305
Rehabilitation & Employment Services	31,337,567
Management & General	9,613,740
Other Supporting Services	199,071
Fundraising	543,059
Residential Services	2,416,300

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<b>TOTAL</b>	<b>\$120,364,042</b>
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<b>NET INCOME (LOSS)</b>	<b>(\$1,126,696)</b>
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\* Includes \$1,088,318 Investment Activity

## BOARD OF DIRECTORS

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Secretary  
New Mountain Capital

David Belkin  
Treasurer  
Reitman & Belkin LLP

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Samuel L. Stanley, Jr.  
Stony Brook University

Don M. Wilson, III

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Walter V. Shipley  
Michael S. Insel

## OUR MISSION

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

## OUR VISION

We at Goodwill Industries will only be satisfied when every person in the communities we serve has the opportunity to achieve full potential as an individual and to participate and contribute in all aspects of a productive life.



[www.goodwillnynj.org](http://www.goodwillnynj.org)