DIGNITY OF WORK
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)

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
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<tbody>
<tr>
<td>PEOPLE SERVED</td>
<td>86,295</td>
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<tr>
<td>PEOPLE WITH DISABILITIES</td>
<td>22,895</td>
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<tr>
<td>WORKFORCE</td>
<td>20,195</td>
</tr>
<tr>
<td>YOUTH &amp; COMMUNITY</td>
<td>20,042</td>
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<td>REFUGEES &amp; IMMIGRANTS</td>
<td>459</td>
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<tr>
<td>VETERANS</td>
<td>944</td>
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<tr>
<td>RETAIL DONORS</td>
<td>877,000</td>
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<tr>
<td>LOYALTY SHOPPERS</td>
<td>133,252</td>
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**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 units of affordable housing GoodwillNYNJ operates 200 units of affordable housing in Astoria, Queens
In 2015, Goodwill stores received 117 million pounds of donated goods that would have ended up in the landfill.
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.

**100 YEARS OF GOODWILL: OUR IMPACT**

**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

**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.

14.9K
YOUTH PARTICIPATED IN EDUCATIONAL & RECREATIONAL PROGRAMS

**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 Johnson-Stillman Family Foundation

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 (CGLCNA)
Berean Baptist 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
OgilivyOne 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.
MIB 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.
Conion 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 & Zuckerbrot Realty
Sterling Sanitary Supply Corporation
Thirty Broadway
WML Enterprises, Inc.

Donors

Alphabetical by Last Name
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FINANCIALS

Summarized Financial Position As of 6/30/15

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<tr>
<th>ASSETS</th>
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<tr>
<td>Cash and Investments</td>
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<td>Accounts and Pledge Receivables</td>
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<td>Property and Equipment</td>
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<td><strong>TOTAL</strong></td>
<td><strong>$53,834,665</strong></td>
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<th>LIABILITIES AND NET ASSETS</th>
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<tr>
<td>Payables and Other Liabilities</td>
<td>$15,346,769</td>
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<tr>
<td>Mortgages</td>
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<td>Net Assets</td>
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<td><strong>TOTAL</strong></td>
<td><strong>$53,834,665</strong></td>
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Summarized Financial Results - Year End 6/30/15

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<th>ORGANIZATIONAL REVENUES</th>
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<td>Contributions - Donated Goods</td>
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<td>Sale of Goods and Contract Services</td>
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<td>Fees and Grants from Governments</td>
<td>31,440,756</td>
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<tr>
<td>Tenant Rent</td>
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<td>Other</td>
<td>1,088,318*</td>
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<td><strong>TOTAL</strong></td>
<td><strong>$119,237,346</strong></td>
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<tr>
<th>ORGANIZATIONAL EXPENSES</th>
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<tr>
<td>Sales of Goods &amp; Contract Services</td>
<td>$76,254,305</td>
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<td>Rehabilitation &amp; Employment Services</td>
<td>31,337,567</td>
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<td>Management &amp; General</td>
<td>9,613,740</td>
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<td>Other Supporting Services</td>
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<td>Fundraising</td>
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<td>Residential Services</td>
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<td><strong>TOTAL</strong></td>
<td><strong>$120,364,042</strong></td>
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<th>NET INCOME (LOSS)</th>
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<tr>
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<td>($1,126,696)</td>
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* Includes $1,088,318 Investment Activity
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David Belkin
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Reitman & Belkin LLP

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Damodaram Bashyam
Verizon Wireless

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Nowruz Advisors

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OgilvyOne Worldwide

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Bing E. Garrido

Grace Kim

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