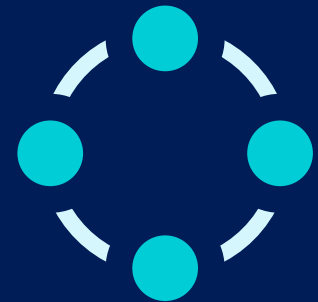




2023



ANNUAL REPORT



Welcome

Dear Friends,

As we reflect on our journey of 2023 and the subsequent strides we've made, we are filled with pride in our collective achievements. Your unwavering support has been instrumental in driving our mission forward, and we are profoundly grateful for it.

In the face of a tumultuous economic landscape, our commitment to empowering individuals and fueling the economic recovery of the New York City metropolitan region has never wavered. Guided by our double impact strategic plan, emphasizing both the power of work and sustainable fashion, we embarked on a mission deeply rooted in our 108-year legacy. With employers seeking workers and a pool of qualified individuals with various abilities and employment barriers, we recognized an opportunity to bridge the gap. Through our concerted efforts, we facilitated connections, broke down barriers, and championed inclusivity in the workforce.

We established safe havens in our two clubhouses, fostering connections and combatting isolation. The expansion of our Personalized Recovery Oriented Services (PROS) program in Harlem underscored our commitment to holistic wellness, providing vital behavioral health support to those in need.

Central to our mission is customized employment support, tailored to the diverse needs and aspirations of our community members. From autism advocacy to career training programs like the Pharmacy Technician Program and Bridge to Technology Program, we've remained steadfast in our dedication to empowering individuals to achieve their full potential.

In the realm of Donated Goods Retail (DGR), our achievements have been nothing short of remarkable. Through innovative initiatives like the Goodwill Mini Shop & Donation Drop, we've redefined the shopping experience while bolstering sustainability efforts. The overwhelming support from our donors has been a testament to the enduring impact of our work.

Behind every success lies a network of supporters whose generosity knows no bounds. We are immensely grateful for your contributions, which enable us to continue our transformative work. As we look to the future with optimism, we invite you to join us in sustaining this momentum. Whether through advocacy, donations, or spreading awareness, your support is invaluable in our shared pursuit of empowerment and inclusivity.

In closing, we extend our deepest gratitude for your unwavering support. Together, we will continue to write the story of empowerment, sustainability, and hope.

Sincerely,

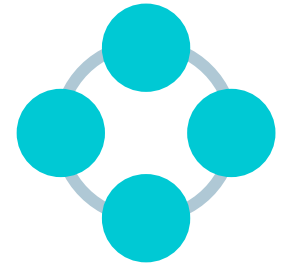


KATY GAUL-STIGGE
President & CEO



DONALD HUBER
Board Chair

About Goodwill NYNJ



People engage Goodwill when they face barriers to employment, including disabilities, mental illness, unemployment or homelessness.



Goodwill removes barriers to employment and partners with employers.



Jobs and independence!



People donate clothing and goods to Goodwill NYNJ. Reducing waste and reusing.



People shop sustainably and repurpose their newly found items.



Sustainable fashion!



The Goodwill Jobs/Mission Impact

Supported **5,207**
people with disabilities to reach
their goals through training,
employment, and retention
services.

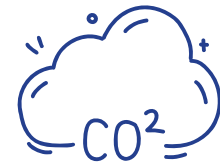


933,185
Individuals donated goods
and clothing to Goodwill
NYNJ last year.

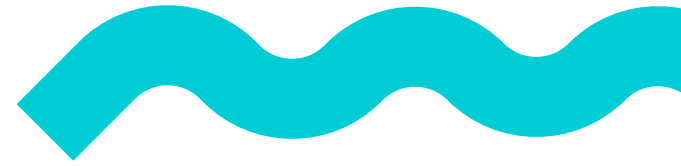


9,459
People received job
training and placement,
on-the-job-coaching,
and retention services.

37,327,400
pounds of pre-loved clothing and household
goods were repurposed and
reused, through our stores
and donation centers.



The Goodwill Sustainable Shop & Donation Impact



Barcoding



Mini Shops



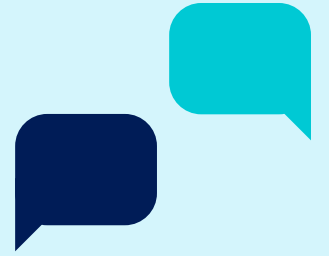
Donation pickups

Goodwill NYNJ revolutionizes its retail operations in New York and Northern New Jersey by introducing barcoding, enhancing the shopping experience with streamlined checkout processes. Additionally, the innovative Mini Shop & Donation Drop concept offers a compact store for both donations and curated shopping, reflecting the organization's sustainability and community engagement commitments. Collaborating with Resupply simplifies the donation process, allowing convenient pick-ups, furthering Goodwill NYNJ's dedication to community engagement and sustainability.

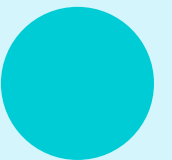
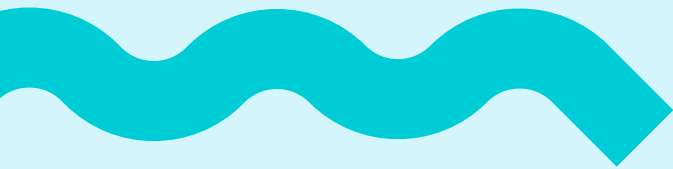
The Goodwill Evening of Treasures 2023



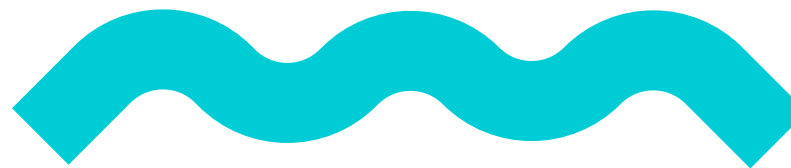
Goodwill Evening of Treasures 2023 seamlessly united supporters, donors, and community members for an impactful night dedicated to positive change. Attendees immersed themselves in a diverse array of treasures showcased through auctions and a stimulating discussion panel, all in support of Goodwill's mission of empowerment and community service. The event not only provided a platform for showcasing generosity but also allowed attendees to contribute directly, ensuring vital support for Goodwill NYNJ's programs and initiatives. Hosted by Jenna Lyons, the event featured curated designs by acclaimed artists including Willy Chavarria, Todd Snyder, Rinat Brodach, and Tommy Hilfiger.



Impact Stories



Impact Stories



The “why” behind
our mission work

58%

According to the National Autism Indicators Report 58% of young adults with autism are employed.



Shameka Hayes

Shameka Hayes, a resident of Flushing, Queens, navigated challenges as a single Black woman with developmental disabilities. With Goodwill’s assistance, Shameka not only secured employment at Old Navy but also demonstrated resilience by volunteering after a pandemic-induced job loss. Through ongoing coaching and support, Shameka resumed her role at Old Navy, contributing to her community and achieving personal fulfillment.

Impact Stories

Helen Mwaluko

Helen Mwaluko's story highlights the intersection of mental health support and employment assistance. Diagnosed with depression, Helen found solace and purpose at Goodwill's Harlem PROS program. Through counseling and job search support, Helen remains committed to finding employment, showcasing her artistic talents and offering to share her skills with others in her community through origami workshops.



The "why" behind
our mission work



Prevalence of Mental Illness: According to the World Health Organization (WHO), approximately 1 in 4 people worldwide will experience a mental health issue at some point in their lives.



Impact Stories



The “why” behind
our mission work

Google awarded us a \$100,000 grant to fund our **Bridge to Tech program** to improve adult learner’s math and reading scores by three grade levels and earn 97% of graduates a Google IT Support Certificate.



Andrew Isaacs

Andrew Isaacs is a Brooklyn native who joined Goodwill in 2021. He came to us while on welfare, with low literacy/ numeracy skills. With Goodwill’s support, Andrew accessed technology tools and training, sharpening his skills in literacy and numeracy and earning certifications in Google IT Support and CompTIA A+ Network. This paved the way for his role as a Level 2 IT technician at Vvera Pharmaceuticals. He is grateful for the transformative impact of the Bridge to Technology program, his job and independence.

Our Partners

Foundation and Corporate Funders

\$100,000 +

Eureka Foundation
BNY Mellon
Google, Inc.
The Pinkerton Foundation

\$50,000 - \$99,999

Amazon New York

\$25,000 - \$49,999

Mastercard
Synoptek

\$10,000 - \$24,999

Credit Suisse
Hub International Northeast Limited

\$5,000 - \$9,999

Anonymous
Coresight Research, Inc.
The Hyde and Watson Foundation
Marsh & McLennan Agency
Tapestry
Top Contractors

\$1,000 - \$4,999

ADP
Bank of America
Beacon Consulting Partners, LLC
Berkadia Proprietary Holding LLC
BNY Mellon Trust of Delaware
CAP Partners
Cigna
Didit
Ghost
Imperial Cleaning
Kelley Drye & Warren, LLP
Pinto
Ryder
Takeda Pharmaceuticals

Public Funders

ACCSES-VR
New Jersey Department of Labor
New Jersey Department of Labor, Division of
Vocational Rehabilitation Services
New Jersey Department of Human Services,
Division of Developmental Disabilities
New York City Department of Health and
Mental Hygiene
New York City Department of Youth and
Community Development
New York City Human Resources
Administration
New York State Department of Labor
New York State Education Department,
Adult and Continuing Education Services -
Vocational Rehabilitation
New York State Industries for the Disabled New
York State Office of Temporary and Disability
Assistance
New York State Office for People with
Developmental Disabilities
New York State Office of Children and Family
Services
New York City Council
New York State Office of Vocational and
Education Services for Individuals with
Disabilities
New York State Office of Mental Health
United States Department of Labor
United States Social Security Administration
Newark Board of Education
Passaic High School
Roselle High School
Orange High School

Individual Donors

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The Sandra Atlas Bass and Edythe & Sol G.
Atlas Fund
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Henry Barkhorn
Damodaram Bashyam*
David Belkin*
Katherine Black*
Walter Breakell
Stephanie Chan*
David Coquillette*
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David Duplantis
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Henry Gooss
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Sanjay Gundala
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Jane Hanson
Donald Huber*
Jewish Communal Fund

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Todd Snyder*
Erik Ulin*
Deborah Weinswig*
Don M. Wilson
Scott Zucker

** Indicates a member of the Goodwill NYNJ Board of Directors*

Goodwill NYNJ thanks all of our generous individual donors listed below who gave \$1,000 or more in 2023. While we cannot list all of our many loyal donors here, every dollar counts and we appreciate all of your support.

Help us keep the good going:

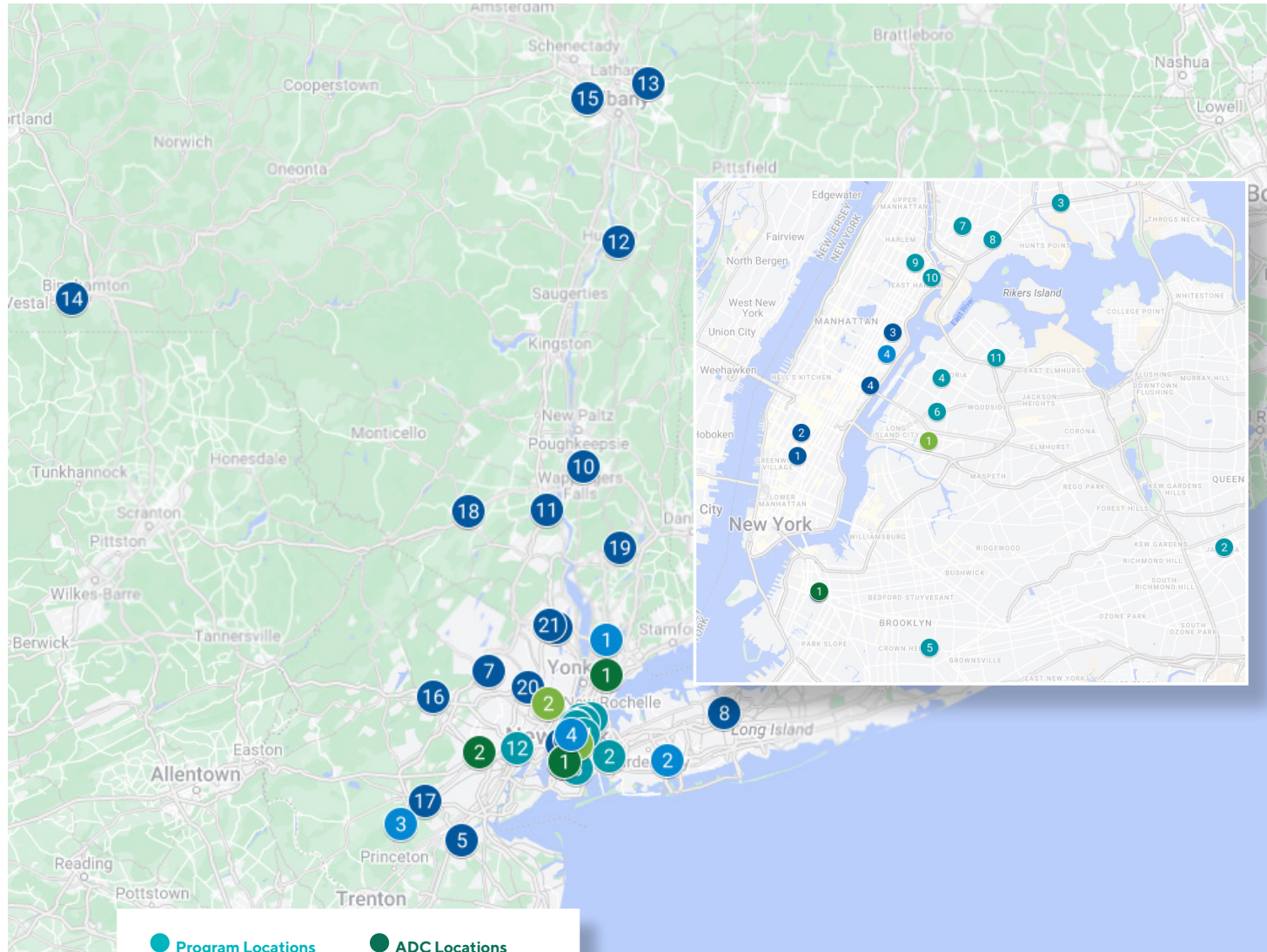
Join our list of partners to help support and expand our employment programs.

Learn how, visit: goodwillnynj.org/donate/financial

For Financial Giving Opportunities: development@goodwillny.org

For Clothing + Goods Donations: donations@goodwillny.org

Our Locations – JOIN US!



Program Locations:

1. 25 Elm Place, Brooklyn NY 11201 (HQ)
2. 90-25 161st St, Jamaica, NY 11432
3. 1620 Bruckner Blvd, Bronx, NY 10473
4. 25-09 Broadway, Queens, NY 11106
5. 261 Schenectady Ave, Brooklyn, NY 11213
6. 33-24, Northern Blvd, Queens, NY 11101
7. 384 East 149th St, Bronx, NY 10455
8. 512 Southern Blvd, Bronx, NY 10455
9. 1767 Park Ave 5th FL, New York, NY 10035
10. 413 East 120th Street 5th FL New York, NY 10035
11. 45-02 Ditmars Blvd, Queens NY, 11105
12. 982 Broad St. Newark, NJ 07102

Store Locations:

1. 7 W 14th St, New York, NY 10011
2. 103 W 25th St, New York, NY 10001
3. 1704 2nd Ave, New York, NY 10128
4. 1114 1st Ave, New York, NY 10065
5. 415 NJ-18, East Brunswick, NJ 08816
6. 258 Livingston St, Brooklyn, NY 11201
7. 561 NJ-23, Pompton Plains, NJ 07444
8. 1900 E Jericho Tpke, Huntington, NY 11743
9. 136 W Rte 59, Nanuet, NY 10954
10. 1488 US-9, Wappingers Falls, NY 12590
11. 374 Windsor Hwy, New Windsor, NY 12553
12. 350 Fairview Ave, Hudson, NY 12534
13. 720 Hoosick Rd, Troy, NY 12180
14. 3701 Vestal Pkwy E, Vestal, NY 13850
15. 2025 Western Ave, Guilford, NY 12203
16. 226 US-46, Rockaway, NJ 07866
17. 509 W Union Ave, Bound Brook, NJ 08805
18. 88 Dunning Rd, Middletown, NY 10940
19. 80 Route 6, Baldwin Place, NY 10505
20. 30 Broadway, Elmwood Park, NJ 07407
21. 130 West Route 59, Nanuet, NY 10954

Outlet Locations:

1. 47-47 Van Dam St, Queens, NY 11101
2. 400 Huyler St, South Hackensack, NJ 07606

ADC Locations:

1. 19 Mill Rd. Eastchester, NY 10709
2. 649 Morris Tpke, Springfield, NJ 07081

Mini Shop & Donation Drop:

1. 258 Saw Mill River Rd, Elmsford, NY 10523
2. 1163 Merrick Ave, North Merrick, NY 11566
3. 649 US-206, Hillsborough Township, NJ 08844
4. 1496-1498 1st Ave, New York, NY 10075

Financial Statement

Summarized Financial Position As of June 30, 2023

ASSETS

Cash and Investments
Accounts Receivable and Pledges Receivables
Other Assets
Property and Equipment

TOTAL

LIABILITIES AND NET ASSETS

Payables and Other Liabilities
Net Assets

TOTAL

Summarized Financial Results for the Year Ended June 30, 2023

ORGANIZATIONAL REVENUES

Contributions
Contributions - Donated Goods
Sales of Goods and Contract Services
Fees and Grants from Governments
Other

TOTAL

ORGANIZATIONAL EXPENSES

Sales of Goods and Contract Services
Rehabilitation and Employment Services
Management & General
Fundraising

TOTAL

NET INCOME

Full 990 available at
www.goodwillnynj.org

37,301,909
18,501,908
61,137,536
8,374,690

125,316,043

80,800,373
44,515,670

125,316,043

1,344,550
39,784,166
38,443,317
25,339,541
1,187,292

106,098,866

61,841,235
27,827,712
13,772,136
654,437

104,095,520

2,003,346

