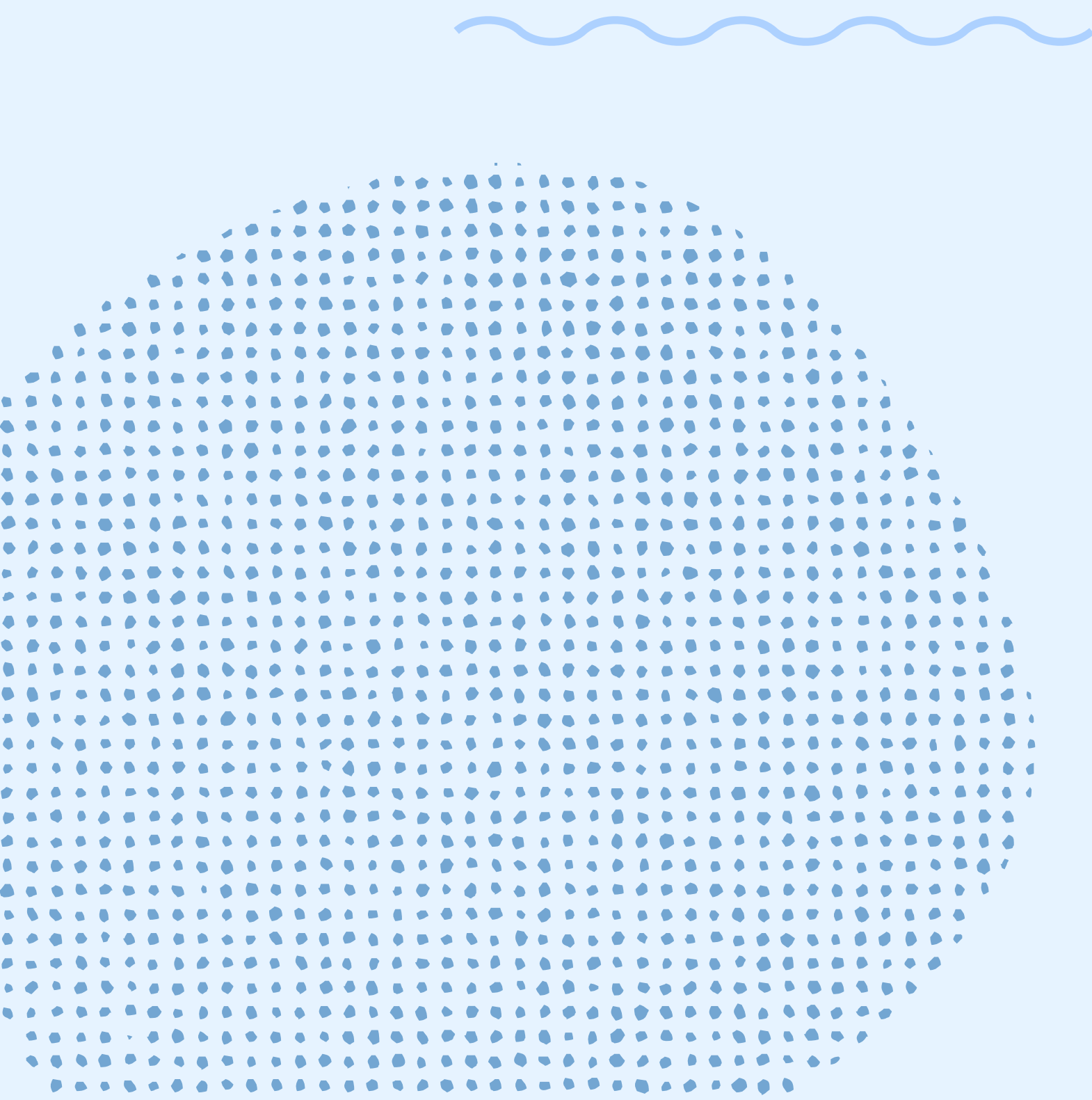


# 2025 ANNUAL REPORT



# Message from Leadership



Dear Friends,

This past year, your support made something powerful possible. Together, we served more than 12,777 of our friends and neighbors across New York and New Jersey, placing 849 people into new jobs while supporting retention for thousands more.

But the numbers only tell part of the story. With your help, we walked alongside people living with serious mental illness as they got well, found stability, and stepped into jobs that mean far more than a paycheck. We helped young people with disabilities believe, many for the first time, that work was possible for them. We stood beside people who had been told no again and again, and we helped them hear yes.

This is the heart of *No Talent Left Behind*, the five-year strategic plan that now guides everything we do. It marks a shift in how we work, from helping individuals find jobs to changing the systems that shape opportunity itself. It means meeting people where they are, removing the barriers in their way, and partnering with employers who understand that talent comes in many forms.

None of this happens without you. Your generosity funds the training, the coaching, the wraparound support, and the second chances that change lives. Every donated item, every gift, every partnership keeps the good going.

We are proud of what we accomplished together this year, and we are even more excited about what lies ahead.

With gratitude,

**Katy Gaul-Stigge**  
President & CEO

**Donald Huber**  
Board Chair

# About Goodwill NYNJ

Goodwill supports people before work, into work, and while they work. We provide foundational supports that make employment possible, help people prepare for and secure jobs, and stay engaged to ensure long-term success. This is how we help people with complex needs build stability, independence, and dignity through work, and how we live out **No Talent Left Behind**, our five-year strategic plan.

## Our work is powered by our stores.

Across New York and New Jersey, we operate **41 stores**, outlets, donation centers, and mini shops that gave new life to **733,515 donations** this year, keeping usable goods out of landfills and generating the retail revenue that fuels our mission programs.



## Our Programs

### Behavioral Health Sciences

Community-based mental health services for people living with serious mental illness, supporting stability, recovery, and long-term independence.

### Workforce Development Programs

Sector-focused training, work readiness, and wraparound support that connect New Yorkers to credentials and careers in high-demand fields.

### Services for People with Developmental & Intellectual Disabilities

Supported employment, day habilitation, and transition services for people with IDD across the lifespan, grounded in dignity, choice, and inclusion.

### GoodTemps

Goodwill's nonprofit staffing program, placing people in paid temporary assignments that build experience and often lead to permanent jobs. Over 75% of employees have disabilities.



## SUCCESS STORY:

# George

When George came to Goodwill, he had autism, a strong desire to work, and no idea where to start. As a participant in our programs for people with intellectual and developmental disabilities, Goodwill worked with him to identify his interests (he wanted to work outside, in any season) and his strengths, including a natural gift for customer service. From there, we helped him build the skills he'd need: keeping a schedule, building confidence with strangers, handling difficult customers, and traveling independently.

Six years ago, Goodwill identified the perfect role and supported George through every step of applying and interviewing. He landed a parking lot attendant position at The Home Depot — outdoors, year-round, helping people, exactly what he'd always wanted. His supervisors regularly praise his reliability and customer service, and George especially loves helping parents with young kids and elderly shoppers with heavy bags.

On days George isn't working, he joins Goodwill's day programs, spending time with peers out in the community and continuing to grow. We're proud to help George thrive in his dream job, and committed to making sure he keeps doing just that.



# Our Impact

**733,515 donations** received across our stores and attended donation centers helped fuel our mission programs, which accomplished the following:



**12,777**

**friends & neighbors**

served across New York and New Jersey (including 781 young people and 768 older adults age 55 and up)



**5,251**

**people received** career exploration, job readiness, and occupational skills training



**849**

**people placed into new careers,** with retention support for many more



**\$21.11**

**average starting wage** for Goodwill participants



**75%+**

**of GoodTemps employees** are people with disabilities





# Launching New and Innovative Programming

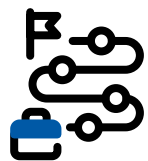
This year, Goodwill NYNJ expanded what's possible by launching a series of bold new programs across the organization, each designed to open more doors to meaningful work and advance our *No Talent Left Behind* commitment.





### **A New Janitorial Program**

Goodwill launched a new in-house janitorial program that puts our mission to work, creating real jobs and hands-on training for individuals with disabilities and other barriers to employment. The program began in Spring 2025 at our Brooklyn headquarters and a nearby retail location, and by October it had grown to provide janitorial services across 13 Goodwill locations. It's a powerful example of how we create pathways to work and build long-term stability through employment.



### **Direct Support Professionals Training Track**

Our Workforce Development and ID/DD teams partnered to launch a new Direct Support Professionals (DSP) training track, strengthening the pipeline of skilled, compassionate professionals across the region. The program's first cohort graduated in March 2025 and is already working at nonprofits and service organizations throughout the area, with several graduates now employed at Goodwill NYNJ.



### **Expanding Workforce Services in the Bronx and Queens**

Goodwill NYNJ launched two new workforce programs in the Bronx and Queens that will allow us to serve more than 30,000 New Yorkers annually, significantly expanding our reach and deepening our impact. These programs connect New Yorkers to career services, training, and pathways to long-term employment, ensuring more people can access opportunity through work.





## SUCCESS STORY:

# Yensie

Yensie left an inpatient psychiatric program with no job, no prospects, and hundreds of unanswered applications behind him. He needed more than a job listing. He needed a team in his corner.

That's exactly what Goodwill provided. Our programs for people living with severe mental illness are built on a simple but powerful belief: work isn't separate from recovery, it's central to it. With clinical supports, job coaching, and a community of peers who get it, Goodwill helps people find employment, stay well, and build a life worth showing up for.

Yensie's Goodwill team saw his strengths right away. A big personality. A natural warmth. An instinct for making people feel taken care of. They helped him put that on paper, walk into a room with confidence, and show employers exactly who he was. Within weeks he had interviews. One was at a high-end hotel. Yensie had zero hotel experience and got the job anyway, beating out candidates with more than a decade in the industry.

He's been there ever since, and Goodwill has stayed close, providing the supports that help him stay employed, stay healthy, and stay connected to a community that understands his journey.





PROMOTING INCLUSIVE WORKPLACES:

# National Disability Employment Awareness Month

Each October, Goodwill NYNJ joins the nation in celebrating **National Disability Employment Awareness Month (NDEAM)**, a time to spotlight the talent, dedication, and potential of workers with disabilities and the employers who make inclusive hiring a priority.

In October, our NYC team celebrated NDEAM by recognizing a few of our incredible inclusive employer partners, organizations that understand inclusive hiring isn't only the right thing to do, it's good business. We were proud to honor five partners who exemplify what it means to build a workforce where no talent is left behind:

## **Petco**

Honored for outstanding leadership in creating an inclusive workplace, where multiple Goodwill participants with disabilities have thrived as valued team members for years.

## **RDS Same Day Delivery**

Recognized for leadership that has created meaningful employment opportunities for individuals with disabilities, where many employees with disabilities continue to succeed.

## **NYC HRA Department of Social Service**

Honored for advancing inclusive hiring, including welcoming a Goodwill participant into a permanent role after a successful temporary placement through Goodwill's GoodTemps temp agency.

## **NYC Department of Health and Mental Hygiene**

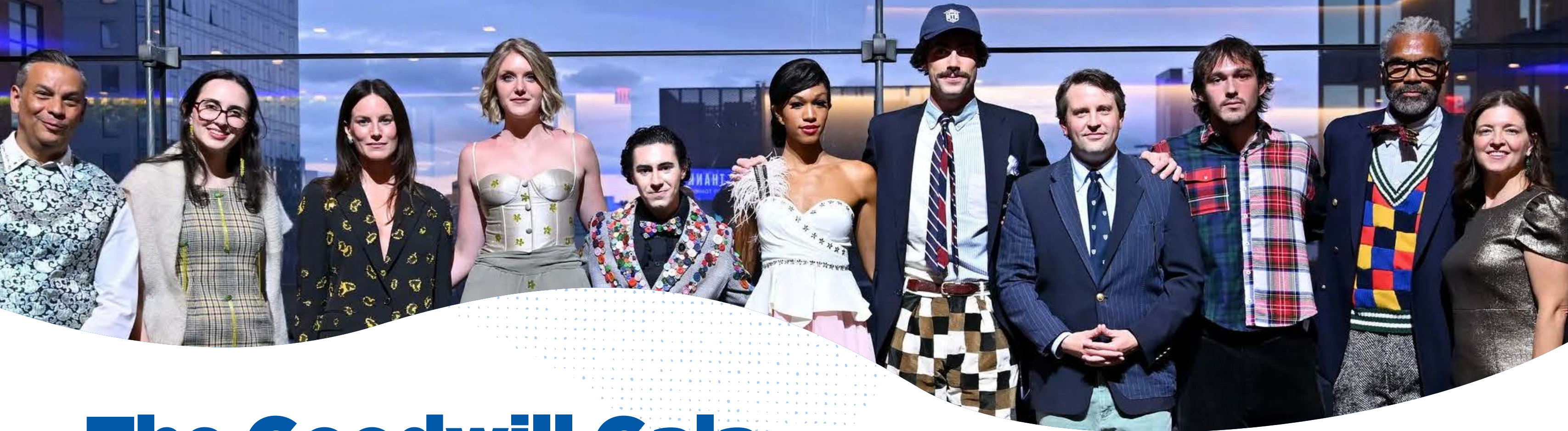
Recognized for its commitment to inclusive employment, with a Goodwill participant serving in a key administrative support role.

## **New York State Industries for the Disabled, Inc. (NYSID)**

Recognized for their continued partnership supporting individuals of all abilities.

We were also joined by several Goodwill NYNJ Board Members, whose support and leadership make this work possible. Together, these partners and champions exemplify what it means to leave no talent behind, creating workplaces where everyone can contribute and thrive.





# The Goodwill Gala

On May 20, we gathered at Tapestry's global headquarters in Hudson Yards to celebrate the fifth annual Goodwill Gala, a night full of style, purpose, and community. Co-hosted by Felita Harris, Executive Director and Co-Founder of RAISEfashion, and award-winning designer and culinary creator Peter Som, the event brought together fashion and impact through a runway presentation featuring upcycled looks from designers Collina Strada, LAPOINTE, Romeo Hunte, and Andy Yu. Each designer transformed donated pieces from

Goodwill stores into stunning one-of-a-kind creations, now available through an online auction to support Goodwill NYNJ's mission.

We also honored champions of our work: Brian Fetherstonhaugh received the Visionary Leadership Award for more than three decades of dedicated service to Goodwill, including as a board member since 1990, presented by his former colleague Shelly Lazarus, Chairman Emeritus of Ogilvy. Synoptek accepted the Corporate Leadership

Award for its partnership in advancing digital equity and workforce inclusion.

Together, we celebrated what's possible when sustainability meets opportunity. Thanks to the generosity of our sponsors, donors, and attendees, the evening raised critical funds to advance job training, placement, and career growth for thousands of individuals across the region. This night was a reminder of the power of second chances, whether it's a garment or an employment opportunity.



## SUCCESS STORY:

# Ronnell

Ronnell was a born-and-bred New Yorker with a job in the World Trade Center mailroom when the towers fell on September 11th. He felt the call to serve immediately. He enlisted shortly after and spent more than 20 years serving his country.

When he came home to New York, this disabled veteran was ready for the next chapter. He had two decades of skills, discipline, and leadership behind him and assumed finding a job would be the easy part. It wasn't. Application after application went nowhere. The confidence that had carried him through a military career started to crack.

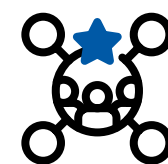
Ronnell reached out to the Department of Veterans Affairs, who pointed him to GoodTemps, Goodwill's nonprofit staffing program for people with disabilities. Within days, he was placed in a temp role managing a call center for the City of New York — work that put his logistics and operations skills to immediate use. The temp job became permanent. The permanent job became a promotion. Soon Ronnell was directing a team.

With his footing back and new skills under his belt, Ronnell took the next leap and launched his own consulting firm, which today is thriving. Goodwill didn't hand Ronnell anything. We just made sure someone with everything to offer got the chance to prove it.



# Get Involved

There are many meaningful ways to partner with Goodwill NYNJ and make an impact. Whether you hire inclusively, engage your team, donate goods, or invest in our mission, your partnership helps us bulldoze barriers to employment for more than 12,000 job seekers across New York and New Jersey each year. We'll work with you to create a customized partnership that aligns with your goals and values.



## Hire Inclusively

Goodwill is a leading provider of workforce development services in the New York metropolitan area. We partner with employers to identify hiring needs, connect with qualified job seekers, and provide free supports including job readiness training, on-the-job coaching, inclusive hiring guidance for your team, and personalized follow-up to help every placement succeed. Hiring people with disabilities also opens the door to tax benefits like the Work Opportunity Tax Credit, and builds a more motivated, loyal workforce.

→ To learn more about hiring inclusively, contact [info@goodwillny.org](mailto:info@goodwillny.org).



## Staff Up with GoodTemps

GoodTemps, our nonprofit staffing agency, prioritizes people and their employment goals over profit. We connect employers with reliable, qualified talent for short- and long-term roles across administrative, office support, customer service, warehouse, accounting, and many other fields, with a simple flat bill rate. GoodTemps serves the five boroughs, Northern New Jersey, Westchester, and Nassau and Suffolk Counties.

→ Visit [www.goodtemps.org](http://www.goodtemps.org) to learn more.





## Corporate Engagement

Bring your company's purpose to life through hands-on corporate engagement that makes a real local impact. Your team can volunteer to lead resume reviews, mock interviews, and career coaching, help participants build LinkedIn profiles, or mentor job seekers working toward independence. Companies can also lend pro bono expertise, host educational tours, organize clothing and donation drives, or build a year-round partnership that advances your sustainability and ESG goals.

→ [Contact development@goodwillny.org](mailto:development@goodwillny.org) to learn more.



## Donate Goods, Clothing, and Accessories

Goodwill's stores and donation centers give pre-loved goods a second life, keeping millions of pounds of clothing and household items out of landfills each year. Host an office donation drive, encourage employees to give at a local donation center, or collaborate with us on a sustainability campaign during Earth Month. Every donation fuels both the planet and our mission. [Click here](#) to find your closest store or to schedule a quick and easy pickup.

→ [Visit www.goodwillnynj.org/donate-goods/](http://www.goodwillnynj.org/donate-goods/)



## Invest in Our Mission

Your philanthropic support powers the free programs that change lives. Sponsor the Goodwill Gala in May 2026, sponsor a program, make a grant, match employee gifts, or explore store window branding across our retail locations. A partnership with Goodwill advances your ESG goals, amplifies your brand, and creates pathways to opportunity for thousands of New Yorkers. [Click here](#) to learn more about making a financial gift.

→ [Visit www.goodwillnynj.org/financial-giving/](http://www.goodwillnynj.org/financial-giving/)





# Our Locations

41 sites across New York and New Jersey. Join us.

## PROGRAM LOCATIONS

*Where our mission comes to life.*

### Brooklyn (HQ)

25 Elm Place, 3rd Fl

Home base for GoodTemps, our staffing program, plus day programs that build skills and community for adults with developmental disabilities.

### Long Island City

33-24 Northern Blvd

Mental health recovery and peer support, a welcoming clubhouse community, day programs, and respite for families.

### Astoria

31-75 23rd St

Our employment hub: job coaching, training, and placement, plus our janitorial training and jobs program.

### Astoria

45-02 Ditmars Blvd

Mental health recovery services that help people rebuild routines, confidence, and stability.

### Jamaica

90-25 161st St

Day programs and work-readiness services that build independence and prepare people for employment.

### East Harlem

1767 Park Ave

Community-based mental health recovery services in the heart of Harlem.

### East Harlem

413 East 120th St

Autism services and day programs for people with developmental disabilities.

### Bronx

384 East 149th St

Peer support, job coaching, and autism services, all in one place.

### Bronx

512 Southern Blvd

A supportive clubhouse community for people living with mental illness.

### Bronx (WORKFORCE1)

400 East Fordham Rd

A career center offering hands-on help finding and keeping a good job.

### Hunts Point (WORKFORCE1)

1029 East 163rd St

Neighborhood job-search and hiring support, close to home.

### Newark, NJ

982 Broad St

Our New Jersey home for disability and mental health services.

## STORE LOCATIONS

*Sustainable shopping that powers our mission.*

1. 258 Livingston St, Brooklyn, NY 11201
2. 7 West 14th St, New York, NY 10011
3. 103 West 25th St, New York, NY 10001
4. 1114 1st Ave, New York, NY 10065
5. 2025 Western Ave, Guilderland, NY 12203
6. 350 Fairview Ave, Hudson, NY 12534
7. 1333 Boston Post Rd, Larchmont, NY 10538
8. 88 Dunning Rd, Middletown, NY 10940
9. 130 Route 59, Nanuet, NY 10954
10. 80 Route 6, Baldwin Place, NY 10505
11. 720 Hoosick Rd, Troy, NY 12180
12. 374 Windsor Hwy, New Windsor, NY 12553
13. 3701 Vestal Pkwy E, Vestal, NY 13850
14. 1488 US-9, Wappingers Falls, NY 12590
15. 509 W Union Ave, Bound Brook, NJ 08805
16. 415 Highway 18, East Brunswick, NJ 08816
17. 30 Broadway, Elmwood Park, NJ 07407
18. 1234 US-46, Ledgewood, NJ 07852
19. 561 Route 23, Pompton Plains, NJ 07444
20. 226 Highway 46, Rockaway, NJ 07866
21. 455 Green St, Woodbridge, NJ 07095

## OUTLET LOCATIONS

*Our lowest prices, last-chance finds.*

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

## ATTENDED DONATION CENTERS

*Staffed sites for easy drop-off donations.*

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

## MINI SHOP & DONATION CENTERS

*Donate and shop in one convenient stop.*

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





# Thank You to Our Supporters

## Foundation and Corporate Funders

### \$100,000+

American Express  
Google, Inc.  
Ira DeCamp Foundation  
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### \$50,000 - \$99,999

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Devils Youth Foundation

### \$25,000 - \$49,999

Citi

### \$10,000 - \$24,999

Hub International Northeast Limited  
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### \$5,000 - \$9,999

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New Jersey Department  
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Division of Developmental  
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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  
Educational Services  
for Individuals with  
Disabilities

New York State Office  
of Mental Health

United States  
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United States Social  
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Marc Winthrop

# Financial Statement

Summarized Financial Position As of June 30, 2025

| Assets                                      |    |             |
|---------------------------------------------|----|-------------|
| Cash and Investments                        | \$ | 39,851,898  |
| Accounts Receivable and Pledges Receivables | \$ | 15,578,554  |
| Other Assets                                | \$ | 63,367,334  |
| Property and Equipment                      | \$ | 8,301,160   |
| TOTAL                                       | \$ | 127,098,946 |

| Liabilities and Net Assets     |    |             |
|--------------------------------|----|-------------|
| Payables and Other Liabilities | \$ | 85,528,734  |
| Net Assets                     | \$ | 41,570,212  |
| TOTAL                          | \$ | 127,098,946 |

Summarized Financial Results for the Year Ended June 30, 2025

| Organizational Revenues              |    |             |
|--------------------------------------|----|-------------|
| Contributions                        | \$ | 2,005,305   |
| Contributions – Donated Goods        | \$ | 38,311,919  |
| Sales of Goods and Contract Services | \$ | 37,348,889  |
| Fees and Grants from Governments     | \$ | 25,068,869  |
| Other                                | \$ | 4,205,661   |
| TOTAL                                | \$ | 106,940,643 |

| Organizational Expenses                |     |             |
|----------------------------------------|-----|-------------|
| Sales of Goods and Contract Services   | \$  | 65,822,976  |
| Rehabilitation and Employment Services | \$  | 29,163,806  |
| Management and General                 | \$  | 14,278,089  |
| Fundraising                            | \$  | 940,678     |
| TOTAL                                  | \$  | 110,205,549 |
| NET INCOME (LOSS)                      | (\$ | 3,264,906)  |



# LET'S KEEP THE GOOD GOING.



Follow us on social media:

[@GoodwillNYNJ](#)

