



# GOODWILL INDUSTRIES OF SOUTHERN NJ & PHILADELPHIA

we put people to work!

## 2009 Report to the Community "A Hand Up, Not a Hand Out"



Goodwill's motto has always been, "A hand up, not a hand out." Through our job training programs and career services, we put people to work and on the road to self sufficiency. With job losses at an all time high, never before has Goodwill been so vital to the community or has this motto been more relevant. And it all starts with those jeans that are too snug; with the toys your children no longer play with; and with the books you have already read. At Goodwill, we transform both material donations and financial contributions into JOBS for your neighbors with disabilities and disadvantages.

Despite the tough economy, Goodwill's retail operations experienced growth in FY 2009. More people are turning to Goodwill to stretch their shopping dollars. This past year, we posted record revenues;

opened our first store in Ocean County; and unveiled 19 Municipal Donation Centers to collect computers and other peripheral equipment through Reconnect, a partnership with Dell.

Turbulent economic times have sent job seekers to Goodwill by the droves. Our weekly JOB CLUB, which provides free employment placement assistance to job seekers, saw record attendance last year. Goodwill's Commercial Drivers License Class B (CDL-B) continues to boast a 100% placement rate. And Goodwill's new Prisoner Re-Entry Program, a groundbreaking partnership with Philadelphia's Mayor's Office for the Re-Entry of Ex-Offenders (MORE), is receiving accolades from across the country. The program employs ex-offenders in a sheltered workshop setting to perform light indus-

trial tasks for local and national companies. This enables them to learn new skills, earn a weekly paycheck and build their resume in preparation for competitive employment in the community.

I leave you with this. In difficult times, Goodwill is there. We are there for job seekers in need of career services to secure a job. We are there for businesses that require cost effective outsourcing services. We are there for shoppers seeking retail alternatives. In good times and in bad, Goodwill is there. And we thank you for making it all possible. We sincerely hope that you continue to keep Goodwill in your charitable giving plans. In this adverse economy, our work is far from over.

## Our Successes

Thanks to YOUR generous financial and material donations, Goodwill Industries of Southern NJ & Philadelphia's mission is working!



- 1,352 people turned to Goodwill for job training and career services.
- 250 people turned to Goodwill's Temporary Service (GTS) for employment.
- 11+ million pounds of donated clothing were collected and recycled.
- 1,048,957 pounds of computers and peripheral equipment were diverted from landfills.
- 272,530 generous donors visited 18 Goodwill Donation Centers. 10 of these centers were outfitted with state-of-the-art, automated donation kiosks for donor convenience.
- 364,498 pounds of plastic bags were collected and repurposed into composite decking material.
- More than 900,000 value conscious customers made purchases in Goodwill's stores resulting in \$14.8 million in revenue.

- 166 clients with disabilities were employed by Goodwill's Outsourcing & Production Fulfillment Center, which offers light industrial outsourcing services to local and national businesses.
- 1.8 million bags were assembled for Destination Maternity by clients employed at Goodwill's Outsourcing & Production Fulfillment Center.
- 82 students participated in Goodwill's School-to-Work Program, a partnership with the Camden City Board of Education that helps prepare children with special needs for employment upon graduation.

1. Goodwill has partnered with local municipalities to collect gently-used computers and peripheral equipment.
2. Companies like Subaru of America, Comcast, J & J Snack Foods and Destination Maternity continue to outsource light industrial work to Goodwill.
3. Recycling plastic bags—a new business line for Goodwill.
4. Career services are in demand at Goodwill.
5. Goodwill's Valentine's Day Bridal Sale was a huge hit with local brides.
6. Philadelphia Mayor Michael Nutter officially launches Goodwill's Prisoner Re-Entry Program.
7. Ribbon cutting ceremony for Goodwill's first store in Ocean County, NJ.



# Financials

## Goodwill Industries of Southern NJ & Philadelphia Revenue & Expenses for Fiscal Year Ending 06/30/2009

<b>Revenues:</b>	<b>2009</b>	<b>Expenses:</b>	<b>2009</b>
Store Sales	13,130,652	Cost of Donated Goods	11,374,209
Donated Goods Revenue	11,499,756	Salaries & Related Expenses	10,300,606
Rehabilitation	3,166,422	Occupancy	4,541,059
Salvage Sales	1,741,193	Cost of Purchased Goods Sold	869,399
Contracts	482,545	Other	1,182,219
Other	1,247	Transportation	686,324
Public Support	116,377	Supplies	512,120
<b>Total Revenue</b>	<b>30,138,192</b>	Depreciation	451,582
		Interest	105,517
		<b>Total Expenses</b>	<b>30,023,035</b>

## Goodwill Industries of Southern NJ & Philadelphia Balance Sheet as of 06/30/2009

Cash	2,012,341	Deferred Revenue	719,389
Cash restricted for capital assets	0	Wages & Taxes Payable	448,646
Accounts Receivable	561,704	Accounts Payable & Accrued Expenses	1,097,975
Other	529,821	Notes Payable	2,513,470
Investments	204,546	<b>Total Liabilities</b>	<b>4,779,480</b>
Inventory	1,528,757	<b>Net Assets</b>	<b>6,163,316</b>
Land, Bldg & Equipment	6,105,627	<b>Total Liabilities &amp; Net Assets</b>	<b>10,942,796</b>
<b>Total Assets</b>	<b>10,942,796</b>		
<b>Net Income</b>	<b>150,987</b>		