Income Statement

Revenue	2017	2018
Public support and revenue:		
Public support:		
Contributed revenue-donated goods	$21,552,450	23,652,525
Contributions from individuals & businesses	427,157	362,839
Total public support	21,979,607	24,015,364
Fees from vocational programs and grants	2,079,569	1,553,501
Other revenue:		
Retail sales - donated goods	30,136,816	33,078,635
Retail sales - new goods	119,226	0
Contract revenue	756,976	515,111
Investments & other income	26,335	18,982
Loss of disposal of assets	-	(87,157)
Net appreciation in value of investments	249	1,824
Total other revenue	31,039,602	33,527,395
Total public support & revenue	**55,098,778**	**59,096,260**
Net assets released from restrictions	140,563	31,867
Total unrestricted public support, revenue and other support	**$55,239,341**	**59,128,127**

Expenses	2017	2018
Program services:		
Retail operations:	$23,438,323	28,199,151
Cost of goods sold - donated goods	21,427,622	23,438,323
Cost of goods sold - new goods	92,234	71,847
Mission services	2,728,643	2,398,250
Extended employment	981,878	71,847
Total program services	51,347,621	55,198,765
Supporting services:		
Management and general:	2,431,277	2,625,366
Public relations	256,435	297,607
Total supporting services	2,687,712	2,922,973
Total expenses	54,035,333	58,121,738
Change in unrestricted net assets	1,204,008	1,006,389
Temporarily Restricted:		
Contributions & Grants	169,013	0
Net assets from restrictions	(140,563)	(31,867)
Change in temporarily restricted assets	28,450	(31,867)
Total change in net assets	1,232,458	974,522
Net assets, beginning of the year	5,360,020	6,592,478
Net assets, end of the year	**$6,592,478**	**7,567,000**



Balance Sheet

Assets	2017	2018
Cash	$763,105	1,093,023
Investments at fair value	45,772	46,974
Accounts Receivable:		
State and county programs	206,018	168,168
Trade	202,685	174,518
Other	2,130	1,446
Deposits	68,002	59,936
Prepaid expenses	519,282	836,027
Inventory:		
Donated goods	2,842,578	3,087,456
New goods	23,000	20,000
Land, Building & Equipment - net	8,419,971	8,343,880
Total Assets	**$13,092,542**	**13,831,428**

Liabilities and Net Assets	2017	2018
Accounts Payable & Accrued Expenses	$964,600	1,003,521
Accrued salaries, wages & taxes	479,873	552,969
Deferred Revenue	41,685	35,324
Capital Leases Payable	485,233	342,215
Notes Payable	4,528,673	4,330,399
Total Liabilities	6,500,064	6,264,428
Net assets:		
Unrestricted	6,559,611	7,566,000
Temporarily restricted	31,867	0
Permanently restricted	1,000	1,000
Total Net Assets	6,592,478	7,567,000
Total Liabilities & Net Assets	**$13,092,542**	**13,831,428**





2018 Community Impact Report

Mark B. Boyd
President & CEO

Goodwill INDUSTRIES
Southern New Jersey & Philadelphia
Recycle. Reuse. Renew.

70 Years of Goodwill

Dear Friends of Goodwill,

The year was 1948. A loaf of bread cost 14 cents. Sixty cents got you into the movies. Truman was President. Scrabble was introduced. And Goodwill Industries of Southern NJ was founded in Camden, NJ.



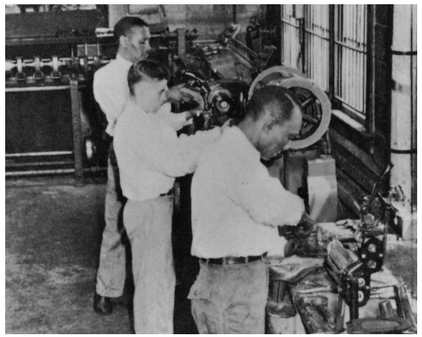
Today, while much in the world has changed, Goodwill's entrepreneurial model and mission remain firmly intact. Long before recycling became a buzz word, Goodwill's founder Dr. Edgar J. Helms began collecting items people no longer wanted, selling them and using revenues to create jobs for impoverished immigrants. He believed in "a hand up not a hand out." Since 1948, we have carried on Helms' legacy by helping 100,000+ people earn their own way through the *power of work*. We accomplish this through programs like The Helms Academy where adults 18 and older can earn their high school diploma 100% tuition free; Commercial Driver's License Class-B (CDL-B) Training which boasts a 100% job placement outcome; and Light Industrial Skills Training Program for those with significant disabilities.

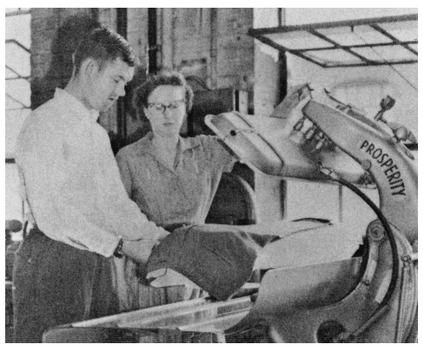
As times change, so do community and individual needs. That is why we continue to adapt our job training programs and career services to meet the economic challenges of today. We look forward to continuing this journey into the next century and beyond with your continued support. Thank YOU for helping us propel Dr. Helms' vision forward.

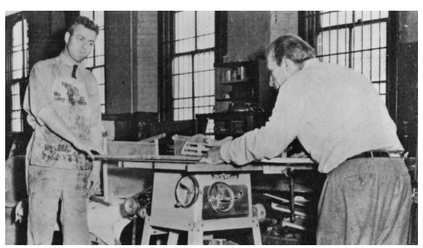
Cordially,

Mark B. Boyd
Goodwill's President & CEO









Our Mission...

To provide education, job training and career services that help individuals with disabilities and disadvantages to become competitively employed in the workforce.

Goodwill's Entrepreneurial Model

People donate unwanted items



Items are processed for resale



Value conscious shoppers purchase items in our retail stores.



Store revenues fund job training programs and career services that help individuals with disabilities and disadvantages get to work.



With marketable new job skills, people secure good jobs. Families and communities flourish.



Mission Services



- Through its mission programs and career services, Goodwill served **1,823 individuals with barriers to employment** during its last fiscal year.
- **178 clients were placed** into competitive employment.
- **The Helms Academy** expanded to **Toms River** and **Maple Shade**. Adults 18 and older who want to earn their high school diploma tuition free now have four convenient locations to choose from.
- **Goodwill's Outsourcing & Production Fulfillment Center** continues to provide light industrial services to companies including Comcast, Destination Maternity, and GSB. This provides work opportunities for more than 90 clients with disabilities who are employed by the Center.

Retail / Donated Goods

- Retail stores saw a **9.8%** increase in sales.
- Opening of custom built Attended Donation Center (ADC) in **Shrewsbury, NJ.** Additional donation sites are in the works to sustain retail growth.
- Implementation of a state-of-the art **bar coding** system. Customers can now shop by size and enjoy a much speedier check out. Internally, it provides Goodwill with pertinent employee performance metrics and an extra layer in loss prevention.
- Grand opening of Store & Donation Center in **Columbus, NJ.**
- **Goodwill Home Medical Equipment** launched a warehouse sale and newly-enhanced website for online shopping.

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