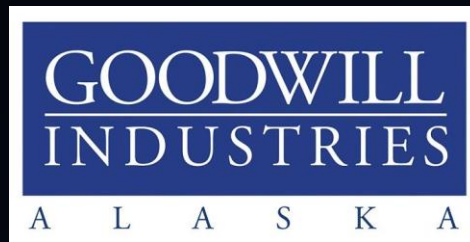


ANNUAL REPORT 2017



*OUR MISSION:
TO PROVIDE VOCATIONAL OPPORTUNITIES TO
INDIVIDUALS WITH BARRIERS TO EMPLOYMENT*

JOB CONNECTIONS

**People
Served**

Open to the public, Job Connections is a job search and referral program designed to help participants find a job in the community that fits their needs and abilities.

5,396

Programs offered within Job Connections include the following Supplemental Nutrition Assistance Programs (SNAP):

- SNAP Employment and Training 1,765
- SNAP Outreach 1,061

GOODWILL RETAIL TRAINING CENTERS

Goodwill's Retail Training Centers provide opportunities for individual's to gain skills and learn more about work in an integrated and competitive environment.

DHS Self Sufficiency Supported Work

191

Individuals gain positive work experience in a supportive environment.

- Lane County 156
- Coos and Curry Counties 35

Vocational Rehabilitation Services

127

Offers job development, job preparation, retention, assessment and work adjustment to individuals.

I/DD Employment & Training

124

Provides integrated, paid, on-the-job training and classroom activities designed to assist individuals with developmental disabilities gain skills and become more successful in a community job.

Prosperity Program

131

Provides financial wellness planning, banking and higher education assistance.

Other Services

821

Volunteer, Internships, Tax Aide through AARP.

TOTAL NUMBER SERVED

6,790

People Served

Unemployed/Dislocated Worker	4,165
Welfare Recipient	1,952
Offenders/Ex-Offenders	1,555
Working Poor/Incumbent Worker/Underemployed	1,539
Homeless	1,352
Other Disadvantaging Condition	933
Older Workers	812
Lack of GED/High School Equivalency	671
Unknown or Unreported Barrier	526
Other Physical Disability	391
Psychiatric and/or Emotional Disability	385
At-Risk Youth	207
Other Disabling Condition	152
Learning Disability	151
Neurological Disability	114
Developmental Disability	108
Chemical Disability	101
Non-English Speaking	70
Lack of Literacy	61
Autism	40
Deafness or Other Hearing Impairment	29
Blindness or Other Visual Impairment	24

**An individual may be included in one or more of the above categories.*

FINANCIALS



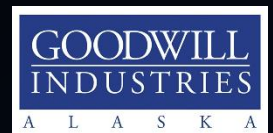
What Our Community Provided to Goodwill

Community Training Sales	\$21,296,029
Donated Goods Inventory	\$6,607,128
Vocational Services	\$1,710,250
Other Income	\$649,076
Fundraising	\$176,797
TOTAL	\$30,439,280

What Goodwill Returned to Our Community

Wages	\$11,037,345
Payroll Taxes and Benefits	\$2,409,071
TOTAL Payroll Expenses	\$13,446,416
Business Development	\$37,124
Occupancy (rent, utilities, insurance, interest, etc.)	\$2,558,803
Investment in New Facilities and Equipment	\$2,597,519
Other Expenses	\$2,237,258
Supplies and Services	\$8,198,755
Telephone & Postage	\$580,084
Debt Service	\$783,321
TOTAL	\$30,439,280

LEADERSHIP



2017 Board of Directors

Virginia Slate
Chair

Kevin McAndrews
Vice Chair

Kathleen Hynes
Secretary

Don Hescheles
Treasurer (January-May 2017)

Michael Lewis
Treasurer (June 2017-current)

Elizabeth Bickford
Director

Steve Fishback
Director

Jim Gilroy
Director

Dorlon Humber
Director

Goodwill Leadership Team

Jim Martin
President and CEO

Kristy Langworthy
Chief Financial Officer
Chief Operating Officer,
Alaska Operations

Joy Murphy
Director of Retail Operations

Bill Goman
Director of Workforce Development

Jim Nelson
Director of Special Projects

CARF and DHS Accreditation

Goodwill Industries of Lane and South Coast Counties is accredited by The Commission on Accreditation of Rehabilitation Facilities (CARF), and the State of Oregon Department of Human Services (DHS).