



Goodwill Industries

of Middle Georgia
and the CSRA

2019
ANNUAL REPORT

BUILDING PATHWAYS CHANGING LIVES

OUR Mission

Goodwill Industries of Middle Georgia and the CSRA builds lives, families and communities one career at a time by helping people develop their God-given gifts through education, work and career services.



1,287,218
Retail Store
Customers

485,662
Material Donors

19,130 WORKDAYS

for Goodwill Staffing Services Employees

17,566

CLIENTS SERVED
BY GOODWILL

6,732

PEOPLE PLACED
INTO COMPETITIVE
EMPLOYMENT



858 Goodwill Employees

200 Goodwill Employees
with Disabilities

42,540 Funded Hours
of Training to Employees

307,615 EMPLOYMENT
HOURS FOR INDIVIDUALS
WITH DISABILITIES

42,420
guests dined at
EDGAR'S GRILLE

4,883
guests dined at
EDGAR'S BISTRO

32,641
guests dined at
THE PINNACLE CLUB

27,918
guests in
SNELLING CENTER

58,619
guests in
ANDERSON
CONFERENCE CENTER



16,802

Hours of Volunteer Service

516
STUDENTS AT
HELMS COLLEGE

193
HELMS COLLEGE
GRADUATES



ECONOMIC IMPACT
\$210.5 million

\$106.4 MILLION In wages earned by clients placed outside of Goodwill*
\$23.6 MILLION In wages earned by employees and clients employed by Goodwill
\$39.4 MILLION Total income and payroll taxes paid by employees, clients, and Goodwill*
\$1.5 MILLION Total sales tax collected
\$39.6 MILLION Government assistance saved*

*estimated

DONATE, VOLUNTEER, CHANGE LIVES!

HAND UP CAMPAIGN

Goodwill's Case for Investment in Helms College

The founder of Goodwill Industries, Dr. Edgar J. Helms, believed everyone had a right to pursue the dignity of work and abundant living, often saying people living in poverty deserved a hand *up*, beyond a hand *out*.

This was the inspiration for Goodwill's Hand Up Campaign, a comprehensive fundraising initiative to enhance and expand our continuum of Helms College education and career services and applied learning business enterprises. As these pages show, the Campaign's priorities are centralized in four strategic regions, each guided by local employers and community leaders.

The Hand Up Campaign ultimately will position Goodwill for global expansion of Helms College as a model for effecting lasting social and economic change.

Visit www.GoodwillWorks.org/HandUpCampaign to review the full Campaign cases for support for each area.



Macon

PRIORITIES

- » School of Health Services
- » School of Trades
- » Polly Long Denton School of Hospitality Expansion
- » Excel Center Adult High School

STEERING COMMITTEE

- » Roy Fickling
- » Robbo Hatcher
- » Steve Kruger
- » Karen Lambert
- » Larry Pope
- » Ninfa Saunders
- » David Thompson

Lake Oconee

Lake Oconee

PRIORITIES*

- » Regional Career Center
- » Retail Training Store
- » School of Hospitality
- » School of Health Services
- » Edgar's Venue and Gardens

STEERING COMMITTEE

- » Martha and Rick Franks
- » Vickie and Lloyd Jenkins
- » Anne and Frank Mosomillo
- » Patti and Eric Silver

Augusta

PRIORITIES

- » School of Hospitality Expansion
- » School of Health Services
- » School of Business and Technology
- » Media Center and Student Commons
- » Welcome Center

STEERING COMMITTEE

- » Bill Barrett
- » Shell Knox Berry
- » Jim James
- » Wyck Knox
- » Cab Stitt
- » Bert Storey

Augusta

Aiken

Aiken

PRIORITIES*

- » School of Hospitality
- » School of Health Services
- » Edgar's Venue
- » Academic Achievement Center

STEERING COMMITTEE

- » Shannon and Geoff Ellis
- » Sam Erb
- » Bob Hottensen
- » Malia Koelker
- » David Samson
- » Rick Steele
- » Jane Page Thompson
- » David Trachtenberg

For more information, contact:

Ellen Harper

Director of Executive Affairs

706.854.4771

eharper@goodwillworks.org

*Helms College expansion projects subject to review and approval by the state regulatory agency, the Accrediting Council for Continuing Education and Training, and the U.S. Department of Education.

GOODWILL BOARD OF DIRECTORS

CHAIR

Raymond H. Smith, Jr., SBG Wealth Management

VICE CHAIR

James R. Davis, University Health Care System

SECRETARY

Dr. John C. David, Daviron Healthcare

TREASURER

Stephen Denton, Jr., Archadeck of Central Georgia

Tony Balestracci, Textron Specialized Vehicles, Inc.

Ricardo Bravo, Ricardo Bravo, LLC

Wesley A. Griffith, Moonhanger Group and Creek Media

Jim James, Augusta National Golf Club

Ruth A. Knox, Retired, Wesleyan College

Matthew D. Mills, Southeastern Real Estate Group, LLC

Ronnie D. Rollins, Community Health Services of Georgia

Dr. Ninfa M. Saunders, Navicent Health

Dr. George N. Snelling, Snelling Properties LLP

Nan Williams, Merrill Lynch Wealth Management

Bennett A. Yort, Merrill Lynch Wealth Management

GOODWILL WORKS FOUNDATION

CHAIR

Rob Morton

Retired, Secure Health Plans of Georgia, LLC

VICE CHAIR

Ruth A. Knox

Retired, Wesleyan College

SECRETARY/TREASURER

James K. Stiff

Goodwill Industries of Middle Georgia, Inc.

Nan Williams

Merrill Lynch Wealth Management

Raymond H. Smith, Jr.

SBG Wealth Management

EXECUTIVE STAFF

PRESIDENT

James K. Stiff

CHIEF REAL ESTATE AND FINANCIAL OFFICER

Tim Ligon

SENIOR VICE PRESIDENT OF OPERATIONS

Dr. DeWayne Cuffie

SENIOR VICE PRESIDENT OF EDGAR'S HOSPITALITY GROUP

Tripp Harrison

SENIOR VICE PRESIDENT OF EDUCATION

Dr. Gary Markowitz

VICE PRESIDENT OF HUMAN RESOURCES

Laine Dreher

VICE PRESIDENT OF CAREER DEVELOPMENT

Leah Pontani

DIRECTOR OF EXECUTIVE AFFAIRS

Ellen H. Harper

2019 FINANCIAL REPORT

BALANCE SHEET *as of 12/31/2019*

Assets

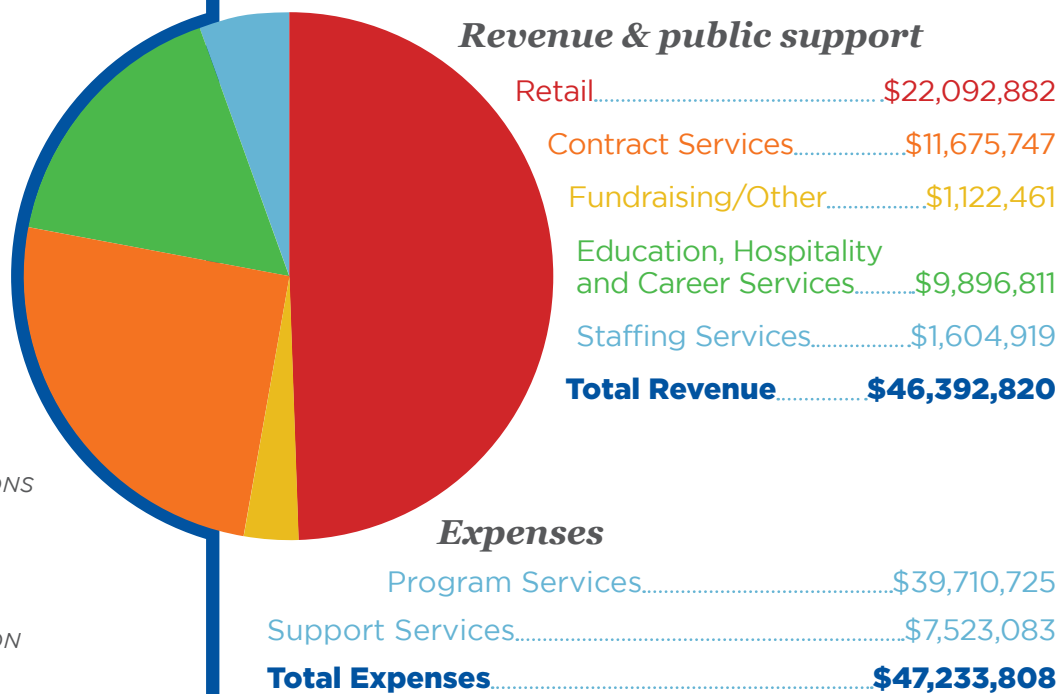
Cash and Investments.....	\$1,812,579
Other Current Assets.....	\$8,510,320
Fixed Assets and other Noncurrent Assets.....	\$32,547,801
Total Assets.....	\$42,870,700

Liabilities

Current Liabilities.....	\$4,935,181
Noncurrent Liabilities.....	\$22,339,475
Net Assets.....	\$15,596,044
Total Liabilities and Net Assets.....	\$42,870,700

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET ASSETS

as of 12/31/2019



Accrual Based Net Loss

\$(840,988)*

*Includes noncash expenses of \$2,005,677