

2023

Annual Report



GOODWILL
INDUSTRIES OF NORTH FLORIDA

Goodwill Industries of North Florida is a local, not-for-profit organization that removes barriers to employment through training, education, and career opportunities for the communities we serve.



President's Report

The dust has settled. Normal may not exist in a post pandemic world. However, we are making remarkable strides in our 83rd year serving our 14 county area territory. We continue to deliver our mission to remove barriers to employment through training, education and career opportunities daily.



We had so many accomplishments in 2022 as we continue to provide wraparound support services for our most vulnerable population. I am proud to share the following:

- We are now the lead agency for Take Stock in Children in Suwannee County, adding to our Duval and Putnam footprint
- We successfully executed the TeenWorks Alachua summer youth employment program and have been renewed for 2023
- Expanded our retail footprint with another store off of Kernan Blvd. & McCormick Rd. providing more employment opportunities
- Continued collaboration with other non-profits such as Sulzbacher, ONH, FSCJ, FCTC, SJRSC, and others to facilitate adult certifications

The constant at Goodwill is our vision for a community where every person finds meaningful employment and career opportunities. As we continue to look towards the future we know we need partnerships and community to achieve our goals. Thank you to our incredible donors, distinguished board of directors, and caring staff.

David Rey, CEO & President

2023 Board of Directors



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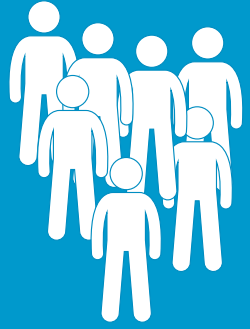
By the Numbers

With special thanks to our donors, shoppers, community and financial partners!



91¢ OF EVERY DOLLAR SPENT is directly invested in our programs and services

1,219
Number of
GOODWILL
EMPLOYEES



POUNDS
DIVERTED
FROM THE
LANDFILL

13,069,725

Individuals provided with
TRANSPORTATION
SERVICES

1,147



SERVICES
PROVIDED



47,304

1,705

WORKFORCE
READINESS
TRAINING

Services provided to young adults



Mission Services

Goodwill Industries of North Florida removes barriers to employment through training, education and career opportunities.

GOOD CAREERS

4,126 JOBS FILLED
for employers in North Florida



285

Academic Support Through the Employment Process

216 Candidates currently enrolled / 69 Graduates

SERVING

427

STUDENTS IN DUVAL, PUTNAM AND SUWANNEE COUNTIES



Take Stock in Children®

More than 25 years of proven success breaking cycles of poverty through mentoring, scholarships, and hope

96 High School Graduates

Other Business Services:

GOODWILL TEMPS
A Training and Staffing Company



Facility Maintenance Program



599 INTERNSHIPS



In 2020, Charlie found himself quitting his job to take care of his sick wife, who was diagnosed with cancer in 2021. A year later, Charlie's wife passed away. After losing everything during this time, Charlie found himself homeless and without a job.

Charlie remained hopeful after making his way from living on the streets, to sleeping in a tent, and ultimately finding shelter at Sulzbacher's downtown campus.

While living at the shelter, Charlie was grateful for the opportunity to visit our GoodCareers center on-site at Sulzbacher. Goodwill's GoodCareers centers create a positive and supportive environment where anyone looking for work can access resources and learn skills to find and keep employment.

Charlie was hired within 15 minutes at a Goodwill Retail Store! When you drop off a donation at our Lakewood location, you will likely be greeted by Charlie, who will be sure to tell you how important your gently used items and financial donations are, because they are the reason Charlie and so many others have jobs!


Training

Education

Take Stock in Children (TSIC) was founded in response to persistent high school dropout rates among Florida's most under-resourced youth.

Research has increasingly shown that low-income students are less successful academically than their higher-income peers due to the constraints of living in poverty. The TSIC program was designed to be a simple yet transformative model for 100% low-income youth in grades 6-12 by combining a volunteer mentor, with college readiness and coaching, and a Florida Prepaid Project STARS scholarship.

Every year, TSIC offers college tours for students to help them visualize themselves on campus and serve as a motivating factor in their academic performance. Research shows that students who tour college campuses are more likely to attend college. Tours include lunch on campus and meeting with TSIC alumni to discuss college life with a Q&A segment. Juniors and seniors, along with their mentors, are invited to participate in the college tours at no cost. The TSIC program doesn't end when the student graduates high school. Our College Navigators continue with each student to offer support and guidance as they navigate the college life! In 2022, the program graduated 96 students.

Goodwill Industries of North Florida is the lead agency for TSIC Duval, Putnam, and Suwannee Counties.





Jen moved to Jacksonville with her teenage daughter following a painful divorce. Jen wanted to return to school but lacked funding and time.

Goodwill's Academic Support Through the Employment Process (A-STEP) program provided the funding needed to get Jen started in the A.S. RN program at FSCJ. Jen went on to earn multiple academic scholarships and was inducted into the Honor Society for Registered Nurses. Jen is a certified RN and works for a large hospital in Jacksonville, earning \$22.00/hour.

The A-STEP program aims to provide adults in North Florida access to postsecondary education opportunities to elevate earning potential and job security by securing industry credentials and certifications.



Career Opportunities

Financials



FINANCIAL REVENUES:

Donated Goods	\$37,058,397
Business-to-Business	\$4,898,631
Grants & Contributions	\$3,557,407
Source America	\$1,615,678
Rental Income	\$479,133
Misc	\$69,015
	\$47,678,261



FINANCIAL EXPENSES:

Total Program Expenses	\$40,572,354
Total Support Expenses	\$4,221,222
Total Expenses	\$44,793,576
Total Program Expenses:	91%
Total Support Expenses:	9%
NOI	\$2,884,685

Goodwill programs include:



Learn more at www.goodwillnorthfl.org