



2015 ANNUAL REPORT

Transforming lives and communities through the power of education and employment.

Goodwill 
Greater Washington 
Transforming Lives and Communities



“
When I started
the class my
goal was to
succeed - and
that I have
done.”

*Jason Gwynn
Goodwill Security &
Protective Services Graduate
(May 2015)*

2015 SUMMARY OF FINANCIAL DATA

REVENUE

Contributions/Donated Goods	\$7,388,347
Retail/Donated Goods Sales	\$28,449,762
Service Contracts	\$10,446,357
Grants and Contracts	\$794,850
Contributions/Fundraising	\$1,438,816
Net Investment Income (loss)	(\$14,541)
Other	\$261,239

Total Revenue and Support **\$48,764,830**

EXPENSES

Retail/Donated Goods	\$32,690,072
Service Contracts	\$8,848,365
Workforce Development	\$2,598,049
Management & General	\$3,195,746
Development & Fundraising	\$894,523
Education Program	\$ 249,862

Total Expenses **\$48,476,617**

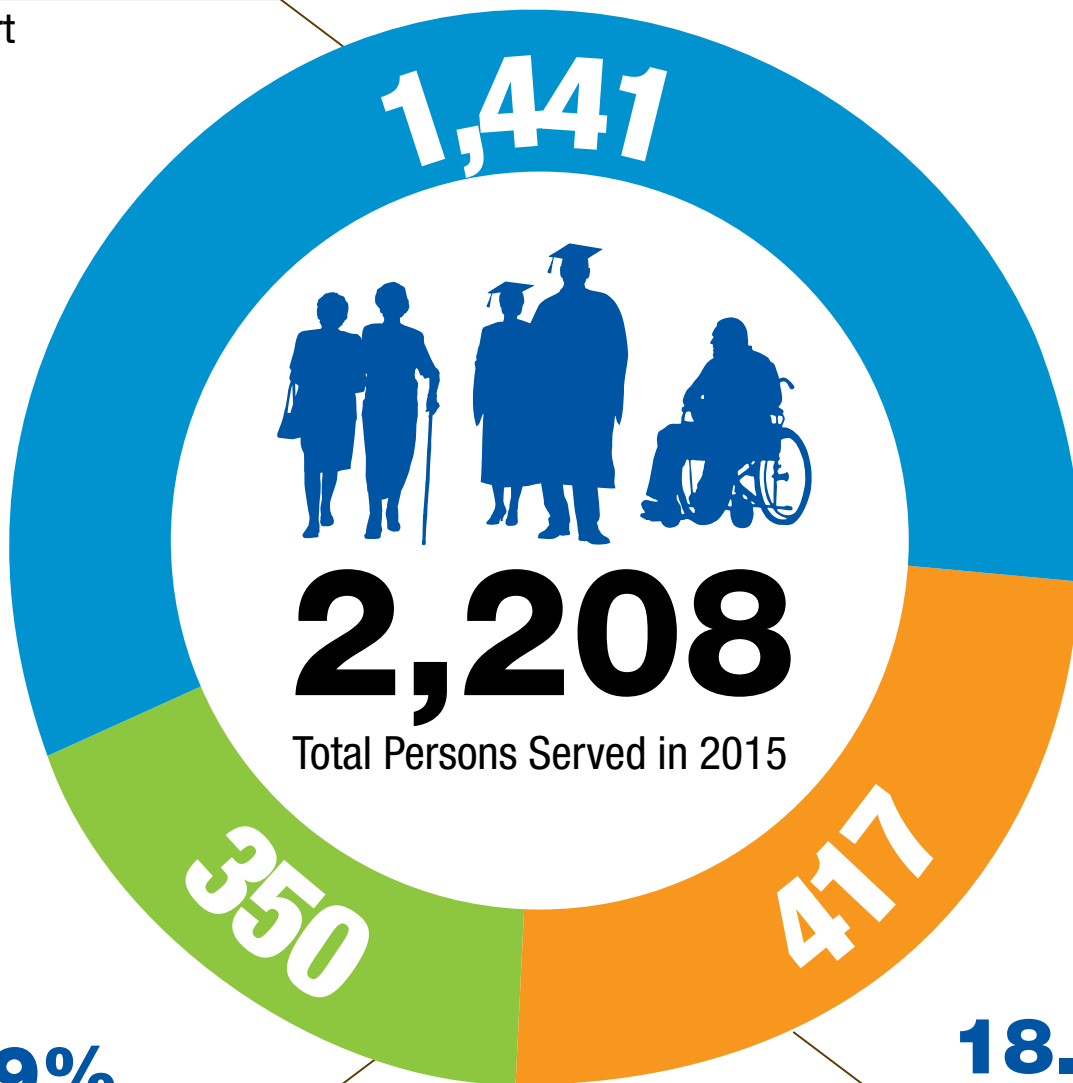
Change in Net Assets **\$288,213**

2015 WORKFORCE DEVELOPMENT STATISTICS

Employment Training and Placement Services	350
Employment Retention Services	417
Support	1,441
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Total Persons Served	2,208
Placements	124
Average wage	\$13.06

65.2%

Support



2,208

Total Persons Served in 2015

15.9%

Employment Training & Placement Services

18.9%

Employment Retention Services

2015 FACTS

WORKFORCE DEVELOPMENT SERVICES



- **124** full-time, benefits eligible, job placements were achieved as a result of Goodwill's training programs and job placement services.
- **267** Goodwill of Greater Washington retail employees received free workforce development and coaching services to assist them in achieving their personal and professional goals.

- Number of graduates from each training program

Hospitality	84
Security Training	75
Career Navigation	26
TOTAL	185

CONTRACTS



- Our contracts division employed almost **200 people at 13 sites** including the Bureau of Engraving & Printing, the U.S. Geological Survey and the Senate Office Building.
- **78%** of all the labor hours at contract sites were performed by persons with significant disabilities.

- The hourly wage w/benefits for all contracts employees exceeded **\$15/hr.**
- Goodwill provided custodial, grounds maintenance, and glassware cleaning services to both commercial and government centers such as the Adelphi Laboratory Center.

RETAIL AND DONATED GOODS



- Goodwill's retail stores and donation centers employed **582 people** at the end of 2015 (14% increase over 2014)
- Donations to Goodwill of Greater Washington kept more than **28 million pounds** of material out of area landfills.

- Almost **1.5 million purchases** were made at Goodwill of Greater Washington retail stores.
- Goodwill of Greater Washington received almost **750,000 confirmed donations** of household goods.



Donations

Shopping

Education

Employment

Follow Us!



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