2016 SUMMARY OF FINANCIAL DATA

REVENUE
Retail/Donated Goods Sales $31,978,512
Contributions/Donated Goods $9,009,096
Service Contracts $10,338,999
Grants and Contracts $1,901,598
Contributions/Fundraising $1,302,384
Excel Center Per Pupil Funding $2,924,428
Net Investment Income (loss) $359,617
Other $60,359
Total Revenue and Support $57,874,993

EXPENSES
Retail/Donated Goods $98,516,746
Service Contracts $8,540,412
Development & Fundraising $900,547
Workforce Development $2,724,887
Excel Center Education Program $3,391,930
Management & General $3,370,356
Total Expenses $107,444,657
Change in Net Assets $430,136

2016 WORKFORCE DEVELOPMENT STATISTICS

Persons Served
Employment Training and Placement Services 299
Employment Retention Services 386
Support 1,593
Goodwill Excel Center Adult Public Charter School Enrollments 382
Total Persons Served 2,660
Job Placements 117
Average Starting Hourly Wage $12.80

“...program changed me 180 degrees. The most important thing was to learn how to sell myself and the skills I can bring to the position. Goodwill prepared me for a new job in an industry I’ve never been in before.”

Karen D.
2016 Hospitality Training Program Graduate
2016 FACTS

WORKFORCE DEVELOPMENT SERVICES

- **117** full-time, benefits eligible, job placements were achieved as a result of Goodwill’s training programs and job placement services.
- **386** Goodwill of Greater Washington retail employees received free workforce development and coaching services to assist them in achieving their personal and professional goals.
- **382** students enrolled in the inaugural class at The Goodwill Excel Center Adult Charter High School - the first adult charter high school in DC to offer a diploma rather than a GED.
- Number of graduates from each training program:
  - Hospitality: **84**
  - Security Training: **101**
  - **TOTAL**: **185**

CONTRACTS

- Goodwill’s contracts division employed **182 people at 14 sites** including the Bureau of Engraving & Printing, the U.S. Geological Survey and the Senate Office Building.
- **79%** 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 **$16.00/hr.**
- Goodwill provided janitorial, grounds maintenance and glassware washing (FDA) services.

- Goodwill’s retail stores and donation centers employed **672 people** at the end of 2016. **Total people in the organization 940.**
- **1,617,144 purchases** were made at Goodwill of Greater Washington retail stores.
- Goodwill of Greater Washington received **820,216 confirmed donations** of household goods.
- Donations to Goodwill of Greater Washington kept more than **32 million pounds** of material out of area landfills.

Follow Us! 

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