

"People with disabilities are just like everyone else.

Do you want a good job, a kind family and friends? So do we.

Do you aspire for a good education, a life of learning and interesting hobbies?

We do too. Do you have dreams? So do we."

- Audience member at the screening of our award-winning documentary, For Once In My Life







Goodwill would like to recognize the Miami Herald's WishBook program and the Miami Heat for extending this wonderful opportunity to one of our program participants. Basketball makes everything brighter for Keli. It was his first-ever professional basketball game and the Miami Heat rolled out the red carpet. Thank you for helping make dreams come true and creating an experience he will never forget.

Goodwill South Florida, a nonprofit organization, whose mission is training, employment and job placement for people with disabilities and other barriers to work in Miami-Dade, Broward and Monroe.

Chair & President Report





Tomas Erban

David Landsberg

Dear Friends of Goodwill,

We are excited to present you with this year's Annual Report. This year, we invite you to Goodwill to experience something real.

Our organization is driven to making a difference in the lives of people with disabilities and other barriers to work. We aim to provide hope and opportunity for all of our participants. We're equally committed to making a real impact by creating financial stability and growth that fund programs for paths to independence.

Goodwill South Florida has always been about innovation and leading the charge with a social entrepreneurial spirit.

As Goodwill focuses on serving more people, we realize that together with you, we can help move the needle on programs that produce real results. In this report, we want to share these results and the human emotion, the passion, and the gratefulness we witness every day. Please, get closer and learn more about Goodwill. We're always so much more than what people expect. We are active, we are busy, we are entrepreneurial and we are always moving forward as the leading job trainers of people with disabilities and special needs in South Florida. We're looking for those of you who want to be more involved as ambassadors and financial supporters of Goodwill. Our capabilities and results are always greater together than separate.

Strategically, our goal is to generate more revenue to expand our mission-related services while increasing opportunities for those we serve. With your support, we remain strongly committed to keeping it real.

Tomas Erban David Landsberg President & CEO **Board Chair**

About Us & Community Needs

About Us:

Starting in 1959, Goodwill Industries of South Florida, a nonprofit organization serving Miami-Dade, Broward and Monroe counties, has become a significant support system for people with disabilities and other barriers to work.

Community Needs:

There are 4.6 million people in Miami-Dade and Broward counties, 3.7 million of whom are working age. 12.2% of this population have developmental disabilities, physical disabilities, or mental disorders that challenge their ability to find and retain work. This is an extraordinary 457,000 people, 81% of whom are not working compared to only 34% of the non-disabled population. 23% of this population live below the poverty line compared to 14% of the non-disabled population, another startling difference from the non-disabled population.

How We do It:

Because of this great disparity, Goodwill is positioned as the most significant organization in South Florida focused on this community issue. We're the largest and best example of Social Entrepreneurism, starting nonprofit

businesses that help fund our human services mission while, actually employing many of the people that we are focused on helping. We execute on the mission by receiving donated goods, selling them in our stores, and running multiple nonprofit entrepreneurial businesses which fuel the organization and employ many people in need.

Our Needs:

While primarily self-funded, Goodwill South Florida still struggles with funding like any nonprofit. We are challenged by the ups and downs of business, the lack of support of our mission-based vocational training programs, and acquiring enough seed money to launch additional growth-focused businesses that allow us to vocationally train, place and employ more people.

Driven to Making a Difference:

We receive great help from donors of clothing and goods, shoppers in our stores and from our other business services. But it's not enough to fund our robust mission and community needs. We are looking for supporters who are excited about financially participating in this endeavor. Visit goodwillsouthflorida.org to see how you can help support Goodwill.

Program Impact:

We are one of the most cost-effective nonprofits in the U.S. with 95% of our expenses going towards funding direct programs.

Every day, the men and women that we serve at Goodwill, wake up with the opportunity to focus on their many capabilities, not only their disabilities. Through our mission of employment, training, and job placement for people with disabilities and other barriers, Goodwill gives them hope, a sense of purpose and a life changing experience. Here are last year's results:

In 2017, Goodwill provided the following Units of Services:

| Admissions Distribution of information and referrals Employed at Goodwill (while receiving training & services) Provided placement services Programs for developmentally disabled Conducted vocational evaluation Provided certified vocational training Supported employment through VR and APD School Transition Program | 4,065 503 1,655 474 187 141 114 42 7 |
|--|--|
| School Transition Program | , |
| | |

Primary Disabilities:

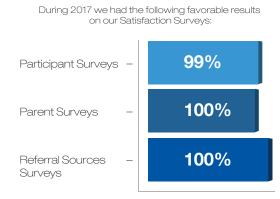
| Developmental Disabilities | 711 |
|--|-------|
| Psychiatric, Emotional and Behavioral Disabilities | 1,936 |
| Orthopedic/Mobility Impairments | 190 |
| Hearing, Speech and Visual Impairments | 181 |
| Other Disabling Medical Conditions | 786 |
| Disadvantaging Conditions | 2,626 |
| | |

Total People Served 6,430

Participant Diversity

297 715 3,707 1,302 African-American Other Black Total. 6,430

Satisfaction Surveys



2017 Year In Review

Below are key highlights that helped define the year.

· This year was particularly challenging as we faced Hurricane Irma that affected us agency wide, causing a one million dollar shortfall in revenue which is 25% of annual cash flow.

In Human Services:

- · We served 6,430 people and placed 1,287 in employment opportunities both in the community and inside of Goodwill.
- · Focused on opportunities for upward mobility as 340 employees moved on to community positions.
- Employee Health Services provided 8,991 units of service to employees and participants.

In Business Services Programs: *Custodial Services:*

• The Custodial Services Division won a bid for two landscaping sites for the U.S. Army.

Laundry Services:

· Laundry Services signed a laundry contract for the processing of 20 million pounds of linen for HCA hospitals in Florida.

Apparel Manufacturing:

- · On-time deliveries and production efficiencies in Apparel Manufacturing led to significant increase in production due to being awarded six new projects.
- Maintained our ISO 9001-2008 Certification (14th consecutive year).
- · Suffered financial loss due to the interruption of our U.S. flag contract, which has since been reinstated.

Stores & Donation Centers:

- · We opened a Goodwill Superstore and donation drop off in Pembroke Pines. Our 34th store.
- The expansion of the new goods program in our stores has significantly increased revenue, providing for mission expansion.
- Our Auto Donation Program more than doubled during the year, providing critical resources to the organization.
- · In e-commerce, our ShopGoodwill.com hit #10 of Top Ten Shop-Goodwill's nationally.

In Support Services: *Marketing*:

- Goodwill Partnered with the American Red Cross to provide services needed in the wake of Hurricane Irma with Goodwill Redemption Vouchers.
- We implemented digital donor receipts on tablets in stores creating a donor database for mission awareness and engagement.
- Executed a social media plan that resulted in significant presence and growth in brand engagement.

Development:

· Created fundraising processes, systems, policies, training and introduced new fundraising strategies and opportunities for Goodwill. Increased major and individual donations from previous year. **Finance:**

 The Finance Division completed the sale of the Oakland Park Boulevard property for \$1.6 million of which \$1 million went to pay down debt.

Rehabilitation Services

The core of Goodwill's mission is job creation, job preparedness and maximizing personal independence for those we serve. Vocational Rehabilitation is the foundation of Goodwill's programs offering a continuum of services that helps the individuals to develop their optimal human potential and overcome their barriers to employment.

Our Services and Programs:

When entering the program the majority of persons begin with a vocational evaluation which helps to identify the type of employment or training that a person is best suited for and to determine the person's interest areas.

The Work Activities Center / Adult Day Training provides work experience and social development to people with Developmental Disabilities. This program enhances work skills and behaviors so that the participants can move upwardly through other programs available to them.

The Vocational Training Programs are taught by Miami-Dade County School instructors in the areas of Environmental Services, Sewing Automation, Retail/Customer Services and Adult Basic Education.

The Job Development and Placement Department works with individuals who are seeking employment. This program works to improve the person's employability skills and then match jobs in the community with the skill sets and preferences of those served. The Work Services Program is designed to provide employment opportunities within Goodwill for those participants who continue to need follow along and support services for a longer period of time. This provides work experience and makes it easier for the individual to be placed in outside employment afterward. The School Transitional Program serves students from the Broward School System which offers a path to employment or other services after high school graduation.

Human Services

Goodwill continued to expand its populations by serving larger numbers of homeless, veterans and ex-offenders. Many of these people were offered job opportunities at the Goodwill Laundry.

The Division collaborates with the broader community including many state agencies, public education, United Way and other organizations to insure that our participants have access to all needed services and that the services are coordinated logically.

The staff of the Human Services Division is dedicated and highly qualified; they are professionals that adhere to the standards of three nationally recognized organizations.

Goodwill Achievers:

Photo: Sharon Scool, Pedro Wazzan & Dana Espin

Melody Esquilin & Counselors Roxanna Ridgway & Dinah Donado



Melody Esquilin

Melody Esquilin, 26, lives with her parents in Lauderdale Lakes, Florida. As a child, Ms. Esquilin was diagnosed with learning disabilities as well as Attention Deficit Hyperactivity Disorder. While these have been admitted challenges in her life, they have not impeded her success as she maintained employment as a cashier at Ross Dress for Less for ten years. But, Melody wanted more. Her dream was to be in the media industry.

With determination, hard work, guidance and support from her family, she pursued vocational training in media and production. A year later, Ms. Esquilin graduated with a 3.25 GPA and was awarded a television production certificate. Nevertheless, she had difficulty landing a job in her chosen field. She was referred to Goodwill Industries for job placement assistance as she had difficulty with the application process, interviewing and finding employment.

With guidance from her Goodwill Job Placement Specialist and participation in pre-employment coaching she was able to overcome some barriers to employment. Her Job Placement Specialist quickly initiated contacts in her chosen field even though Ms. Esquilin was adamant that she wanted to work at Channel 7 News.

Meanwhile, she and her brother created a YouTube video highlighting her video production skills and abilities and on/off camera techniques. It also helped Ms. Esquilin gain more confidence in her own abilities. The YouTube video was later incorporated as a link on her resume by the Job Placement Specialist so that a prospective employer could view Ms. Esquilin's abilities before interviewing her. After a year of active job development and networking with different TV channels, Ms. Esquilin secured employment with Channel 7 News in Miami as a film and video editor - her dream job.

Ms. Esquilin, a very talented young lady, gained confidence with interviewing and meeting employers over time and acquired the video editor job. Ms. Esquilin was very grateful and said, "Thank you so much for believing in me and coaching me to be a better person." She continues to receive ongoing support from a Goodwill job coach to ensure her success on the job.

Rolando Ramirez

Rolando Ramirez, 40, was born in Nicaragua and lives with his father, stepmother and stepsister. Mr. Ramirez completed the 9th grade at Coral Park Senior High School and discontinued his education due to medical problems. He had diagnoses of kidney disorder, spinal problems and Mood Disorder with depressive features.

Mr. Ramirez was referred to Goodwill in March 1999. At the time he had no work experience and enrolled in the custodial vocational training program. After two months he completed the training and was hired as a custodian at the main plant. Mr. Ramirez had a variety of health conditions that affected his attendance and production. These conditions affected his mood and job performance. Nevertheless, Mr. Ramirez persevered and through his strong desire to succeed he mastered the tools of his trade and excelled at his job as a custodian. He was assigned to work in an array of service contracts such as: West Flagler Building, Claude Pepper Federal Building, and Miami-Dade Bus Depot. Mr. Ramirez was then promoted to Lead Worker at the Central Bus Depot. On April 13, 2013 the bus depot contract ceased, and Mr. Ramirez was transferred to the main plant as a floor specialist.

Over the years, Mr. Ramirez has overcome many barriers to employment. His Goodwill counselor provided counseling, guidance and support services to help him improve and maintain emotional stability and improve his social skills and interpersonal relations with coworkers and supervisors.

Counselors also worked closely with Mr. Ramirez's supervisor and offered job accommodations to facilitate achievement of his goals. On several occasions, Mr. Ramirez was provided advocacy for medical leave and to find accommodations that better fit his medical needs.

Over his 15 years at Goodwill, Mr. Ramirez has invested his time in developing his skills. His manager recognized his growth and dedication to his work and thus Mr. Ramirez was promoted to Custodian Supervisor at the main plant. He is a fine example of how hard work leads to success.

We are extremely proud of Rolando's perseverance, tenacity and courage to overcome so many obstacles. He is another great success story! We congratulate Rolando on being selected as Goodwill Industries' Achiever of the Year 2017.



Rolando Ramirez and Counselor Charlie Moux



Goodwill: Experience Something Real

It's the people and the shining faces across the organization that make this place hum. We embrace the spirit of the Goodwill. As work is done, social bonds are created, and there's a sense of a connection to something bigger.































Social Enterprise

Goodwill engages in a unique social entrepreneurism model which funds services and employment for over 3,000 persons. Although most known for its Goodwill donation centers and retail stores, the organization's other entrepreneurial businesses include Apparel Manufacturing, Custodial Services, and Laundry Services which directly train and employ a large number of people while providing mission funding.

Business Services

Stores & Donated Goods

Donate Stuff, Shop. Create Jobs. Your donations and shopping at our stores, donation centers, and online e-commerce fund programs that assist people with disabilities and other barriers, basically, putting people previously unemployable to work.

Apparel Manufacturing

For over twenty years, Goodwill has manufactured military apparel for the U.S. Department of Defense. With a workforce of over 1000 people, today, we produce caps, combat coats, shirts, combat trousers, dress slacks, and U.S. Interment flags. This significant work creates opportunities for people with disabilities. Our customers include: Defense Logistics Agency, U.S. Department of Veterans Affairs, SourceAmerica, U.S. Army, Publix Supermarkets, the State of Florida, Phoenix Industries, Peckham, and other Goodwills.

Custodial Services

Goodwill's custodial services offer grounds keeping, porter service, food attendant, cashiering, food preparation, and janitorial/custodial combined to employ over 300 people with significant disabilities. Goodwill's customers include the majority of federal, state and local government entities including GSA, National Oceanic and Atmospheric Administration, U.S. Air Force, U.S. Coast Guard, U.S. Navy, U.S. Army, and the U.S. Dept. of Agriculture.

Laundry Services

The Goodwill Laundry Services was created to initiate more jobs in the Liberty city area. It is a state-of-the-art facility that is automated, energy-efficient and environmentally green. We currently process 36 million lbs/yr and created 235 jobs.



We have 36 Stores & 53 attended donation centers made possible by your donations that are sold and used to fund programs.



Goodwill produces over 90,000 garments & flags each month.



We clean over 5 million sq.ft. of space in over 120 government buildings.



Creating Job
Opportunities
for People With
Significant
Disabilities

Known as the AbilityOne Program, the Javits-Wagner-O'Day Act was federally enacted to provide diverse employment opportunities for people who are blind or have other significant disabilities on product and service contracts.

Today, our Goodwill affords Ability-One federal customers a wide array of quality services and products, while providing jobs for people with significant disabilities, many who lived below the poverty line and were previously unemployable.

Goodwill salutes the AbilityOne Commission, SourceAmerica, and our Federal customers for excellent jobs in Miami-Dade, Broward and Monroe Counties that truly employ people with significant disabilities.

25 Years

Congratulations to the following employees for their dedication and commitment to Goodwill for 25 years:

- Kenneth Dorman
- Theodora Constantara
- Donna Rozek
- Marie C Pierre-Louis
- Marina Navarro
- Miguelina Matos
- Thomas Atwell

Directors & Trustees

Goodwill is grateful to our volunteer directors, who are active and generous supporters of the mission. They, too, are driven to make a difference and experience something real. They ensure adherence to the highest standards of efficiency, quality, service, ethical conduct, public accountability and transparency.

Officers

Tomás P. Erban

Chair, Retired Executive

Barbara L. Shrut

Vice Chair & Chair - Marketing Committee, SLB Advisors

Robert Bromberg

Chair - Human Services Committee, Retired Executive

Michael Burnstine

Chair – Business Services Committee, Vice President Lockton Companies, LLC

Jorge A. Fernandez Ceballos

Chair - Audit Committee, Retired Executive

Julie Greiner

Secretary,

Retired Executive

Rudy Kranys

Treasurer, Retired Executive

Joseph Lacher

Chair, Development/Compensation, Retired Executive

David Landsberg

President & CEO,

Goodwill Industries of South Florida

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Chair - Governance Committee, Attorney, Carlton Fields Attorneys at Law

Edward Manno Shumsky

Chair - Compensation Committee, Retired Executive

Jayne Harris Abess

Chair Emeritus,

Partner ThinkLAB Ventures

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Managing Director,

The Bermont Advisory Group

Mark Burstein

President and Chief Strategy Officer, NGC Software

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Retired Executive

Wifredo Gort

Commissioner - District 1 City of Miami - City Hall

Brian May

Partner, Floridian Partners

Irving Padron

License Partner & Managing Broker, Engel & Völkers Miami

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Senior Vice President, Marquis Bank

Alberto Santalo

Internet Entrepreneur, Founder, Thrillient

Allison P. Shipley

Principal.

Pricewaterhouse Coopers, LLP

Irma Reboso Solares

Attorney at Law,

Carlton Fields Attorneys at Law

Merrett R. Stierheim

Retired Executive

Victoria E. Villalba

Founder & President.

Victoria & Associates Career Services

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Retired Executive

Newall J. Daughtrey

Chairman, N.J. Daughtrey & Associates

Laurence Deets

Chief Financial Officer,

Butler, Buckley, Deets

James M. Fraser

Vice President and General Manager, Turner Construction Company

Gen. Douglas M. Fraser

Doug Fraser, LLC.,

International Defense & Security Consultant

Dr. Wilbert "Tee" Holloway

Retired Executive

Sherrill W. Hudson

Retired Executive

Joe Oglesby

Retired Executive

Debra D. Owens

Intergovernmental Affairs State Manager, Dante Fascell Port of Miami-Dade

Leslie Pantin, Ir.

President, Beber Silverstein/Pantin Group

Jorge R. Villacampa

President, Wells Fargo Company

Mary Martin Young

Sanford Ziff University of Miami Graduate Career Services

Senior Leadership



David Landsberg President & CEO



Bridget Pallango Sr. Vice President, Human Services



Beatriz Anazco Vice President, Financial Management





Mauricio Hernandez

Sr. Vice President,

Business Services

Diana Valencia Vice President. Apparel/Flag Manufacturing



Mark Marchioli

Business Development

Vice President,

Brett Bartschi Vice President, Donated Goods



Harry Ramsarran Vice President. Service Contracts

Alberto Romeu

We extend heartfelt thanks to our faithful supporters who have generously donated to Goodwill South Florida. The following individuals, corporations and foundations donated between January 1, 2017 and December 31, 2017. Their generosity enables us to help people with disabilities and other barriers find and maintain employment.

\$200,000+

- Joseph P. and Suzanne Lacher - United Way Miami-Dade

\$50,000 - \$99,000

Jayne and Leonard Abess

Braman Family Foundation

The Leonard L. Abess and Bertha U. Abess Foundation

\$25,000 - \$49,000

Mary N. Porter Community Foundation of Broward

The Miami Foundation Multi-Donors Give Miami Day

\$10,000 - \$24,999

BNY Mellon Clear Channel Worldwide Morgan Stanley Global Impact Funding Trust Publix Corporation Charles M. and Gayle Rosenberg Barbara L. Shrut The Fine & Greenwald Foundation

\$5,000 - \$9,999

Lillian Groth Trust

Tomas Erban Rosary P. and Luis Falero Rudy Kranys David A. Landsberg Allison Shipley Shumsky Kronick Charitable Trust Edward Shumsky & Sue Kronick Victoria Villalba Julie Greiner Weiser and Michael Weiser UnitedHealthcare Services Inc. **Brittany Global Technologies**

Cassandra Shumate

The Alvah H & Wyline P Chapman Foundation

\$2,500 - \$4,999

Peter Bermont

Richard P. Donovan WM NC Philanthropic East/ Rudolph Fellman Eileen Mehta Richard Souviron Weinstein Family Charity Fund/ Lawrence Weinstein Paul and Gail Whiting United Way of Greater Atlanta Goodwill Industries International

\$501 - \$2,499 Patricia Rosello

Susan Lincoln

Kimrev Newlin Gonzalo De Quesada & Linda DeMartino Manuel Becerra Alfred J. Novak Felix M. and Barbara Reyes Sherri S. and Phillip Hungate Yablick Charities Inc/ Jane Goodman Brian May Dr. Jerry Carle

James W. and Deborah Davidson Stephen and Mary Lou Konson 2057 Building, LLC. Michael Burnstine Mark Biorkman David N. and Holly Blount Robert L. and Penny Bromberg Bridget Pallango William Beames Beatriz Anazco Harry and Sherry Jordan

William P. Stroud Robert and Nancy Frehling Nathan Brand Hull Family Fund - Richard Hull Merrett R. Stierheim

Up to \$500

Anonymous Thad Adams Marian Alperstein Michael Ansonia Daniel Averbook Glynn Behmen Peggy Benavides John Benbow Peter Blas Stanley E. Bilsker Robyn Bolgla C. Brandt and D. Wieczorek Jessica Buchsbaum Anton Budnik Elissa Chamizo Reynaldo D. and Magaly Cobo Merrill C. and Julis Cook Elisa Crespo Carla Crossno Alina M. And Elia Cuesta Lourdes De La Mata Lourdes De La Mata-Little Miriam Del Amo Lourdes Del Rio Di Pauli Family Foundation Carolyn Donaldson Michael W. and Antonie Downs James A. Driscoll Rosalie H. Elliot Joseph Fernandez

Jorge Fernandez Ceballos Joan N. Fleischman Veronica Flores Frank Futernick Arnold and Sondra Galperin John Gamble Betty and Andrew Goodman Alan Greer Andrew Grigsby James and Nancy Grunzweig Maurice B. Hawa Kathleen V. Hemingway Andrew Hertz Jacqueline House Jill Johnson Sheldon Jordan Mary De Laosa Terry R. and Dianne Lee Miladis Marichal Dennis A. McNenney FLM Gina Milio Trust Luis Mola Marie Montes Marion L. and Patricia Mosely Stuart Newman Ken and Jeannine Oates Nicholas and Emily Patricios Ferdinand Phillips Wally Proenza Laurence Puckett Carlos Ramos Dallas and Nancy Renner Roxanna Ridgway Juan Rodriguez Hilda Rosenberg Carl D. and Wendy Roston J. Samway Rafael Sangiovanni

Sandra Sharp

William R. Slater McGregor & Jacqueline Smith Wayne Snow Dorothy Snow Irma Reboso Solares James Roger & Margaret Starner Michael Stocker Jerome Tilis Joaquin Trias William E. and Freda Tschumy H. Michael and Lorri Tucker Julie Waas Stephen Whitney Bernardina Wiinmaalen Albert and Mariana Williams Gregory Wood Danika Zhang Amazon Smile Amscot Financial Galloway Office Supply Goodwill South Florida: Work Activities Custodial Department Guardian Hurricane Protection Products Inc. Harris and Associates INPHONEX.COM LLC KPMG LLP Steiner-Atlantic Corp Sunshine State Messenger SRV

Tags & Labels Printing Inc

Goodwill Financials

STATEMENT OF ACTIVITIES

| For the Year Ended December 31, 2017 | | |
|---|----|-------------------------|
| REVENUES AND SUPPORT: | | |
| Donated good sales | \$ | 57,977,395 |
| Apparel manufacturing | | 43,269,923 |
| Laundry services | | 11,433,433 |
| Custodial contracts Business services | | 8,800,157 |
| Mission services | | 2,955,808 2,727,407 |
| Contributions | | 645,304 |
| Gain on sale of assets | | 717,143 |
| United Way allocation | | 369,369 |
| Miscellaneous income | | 79,901 |
| TOTAL REVENUES AND SUPPORT | | 128,975,840 |
| EXPENSES: | | |
| Donated goods operations | | 49,733,691 |
| Apparel manufacturing | | 43,811,921 |
| Laundry services Custodial contracts | | 13,303,939 8,271,456 |
| Business services | | 3,550,280 |
| Mission services | | 5,589,025 |
| Management and general | | 4,725,764 |
| Fundraising | | 273,777 |
| TOTAL PROGRAM SERVICES AND EXPENSES | | 129,259,853 |
| DECREASE IN UNRESTRICTED NET ASSETS | | (284,013) |
| INCREASE IN TEMPORARILY RESTRICTED NET ASSETS | | 150,000 |
| DECREASE IN NET ASSETS | \$ | (134,013) |
| | | |
| STATEMENT OF FINANCIAL POSITION | | |
| December 31, 2017 | | |
| ASSETS | _ | 6 027 440 |
| Cash and cash equivalents | \$ | 6,937,449 |
| Accounts and other receivables, net Inventories | | 7,291,658 9,655,089 |
| Prepaid expenses and other assets | | 2,243,110 |
| Land, building and equipment, net | | 40,031,894 |
| TOTAL ASSETS | \$ | 66,159,200 |
| LIABILITIES AND NET ASSETS | | |
| Accounts payable | \$ | 3,195,129 |
| Accrued expenses and other liabilities | | 8,600,749 |
| Mortgage notes, notes payable and lines of credit | | 15,246,357 |
| Obligations under capital leases | | 3,325,511 |
| TOTAL LIABILITIES | | 30,367,746 |
| NET ASSETS | | |
| Unrestricted | | 35,641,454 |
| Temporarily restricted | | 150,000 |

For audited report visit www.goodwillsouthflorida.org

TOTAL LIABILITIES AND NET ASSETS

\$ 66,159,200

Goodwill Stores & Ponation Centers

Miami Stores:

*Allapattah (Central) Superstore N.W. 21 St., Miami, FL 33142 **Allapattah Outlet Store** N.W. 21 St., Miami, FL 33142 *Biscayne (305) 751.1931 441 N.E. 81 St., Miami, FL 33138 **Hialeah** (305) 888.4711 461 Palm Ave., Hialeah, FL 33010 Hialeah - Flamingo Park Plaza 4410 W 16th Ave, Hialeah, FL 33012 *Hialeah Gardens (305) 556.4777 12060 Hialeah Gardens, FL 33014 Homestead Crystal Lake Shopping Ctr. 3332 NE 7th Street, Homestead, FL 33030 Kendall - Country Walk (305) 253.1326 13762 S.W. 152 St., Miami, FL 33177 Kendall (West) - Coral Way Superstore (305) 223.9313 14610 S.W. 26 St., Miami, FL 33185 *Kendall (West) - Hammocks (786) 350.1032 10201 Hammocks Blvd., Miami, FL 33196 Kendall/Sunset - Sunset Superstore (305) 598.0543 7101 S.W. 117th Ave., Miami, FL 33183 *Little Havana - Calle Ocho (305) 858. 4583 982 SW 8 St. Miami, FL 33130 Miami Gardens - Stadium (305) 621.0914 19300 N.W. 27th Ave. Miami Gardens, FL 33056 *North Miami - West Dixie (305) 769.5722 11990 W. Dixie Highway Miami, FL 33161 North Miami (Aventura) Skylake Superstore (305) 940.3252 1780 N.E. Miami Gardens Dr. N. Miami Beach, FL 33179 *Palmetto Bay Superstore (305) 252.3101 17631 S. Dixie Highway, Palmetto Bay, FL 33157 *Princeton (Near Homestead) (305) 258.1068 24311 S. Dixie Hwy, Miami, FL 33032 Redland (near Homestead) (305) 259.3233 19800 S.W. 177 Ave., Miami, FL 33187 West Miami - Bird Superstore

(305) 661.4222 6842 S.W. 40 St., Miami, FL 33155

Westchester Tamiami Superstore (305)

554.1878 9760 S.W. 8th St. Miami, FL 33174

(Furniture donations not accepted at Country Walk, Redland, Hialeah & W. Dixie)

Donation Centers:

Aventura Mall (North of Macy's) Aventura Blvd. & Biscayne Blvd. Coral Gables (East) Coral Gate Dr. (next to Sears, behind Walgreens) S.W. 21 St. & Coral Gate Drive. Coral Gables (Ponce & 59th Ave.) One block east of 57th Ave. Cutler Ridge (Publix Parking Lot) S. Allapattah Rd. & S. Dixie Hwy. Doral-West Doral 2 (Sedano's Parking Lot) 10700 N.W. 58 St. Downtown Miami (Lot 30) 15th St & 3rd Ave.

Downtown Miami (Lot 28)

I 95 & S.W. 7th St.

Downtown Miami - Brickell 1 (Lot 23) S.E. 26 Rd & Brickell (Toll intersection) Flagler - (Near Palmetto 826)

(Rear Parking Lot Publix/Office Depot) W. Flagler St. & S.W. 82 Ave.

Hialeah - (Villaverde Shopping Ctr.)

3100 W. 76 St.

Hialeah - El Mercado (Publix Lot)

W. 60 St. & W. 24 Ave.

Hialeah - Las Tiendas (Grocery Store)

W. 68 St. & W. 12 Ave.

Hialeah - Westland Mall (Sear's Lot)

Corner of W. 49 St. & W. 16 Ave.

**Homestead - Oasis Plaza (West of Publix)

SW 152nd Ave. & SW 312 St.

Kendall - Sunset (DOT Property)

S.W. 72 St. & SR 874 1 Block W. of 87 Ave.

**Kendall - Sunset 2 (Next to Cuban Guys)

10805 S.W. 72nd St. Miami, FL 33173

Kendall - The Palms/Town and Country Mall (Near Kohl's) S.W. 84 St. & S.W. 117 Ave.

Kendall (DOT Property) S.W. 88 St. & S.W. 97 Ave.

Kendall (East) - Dadeland Mall (Near JC Penney)

S.W. 88 St. & S.W. 72 Ave.

Kendall (East) - Suniland (Next to Keg South)

(305) 669.2253

10501 S. Dixie Highway, Miami, FL 33156

Kendall (West) - Bird Road West (Near Navarro)

14471 S.W. 42st

Kendall (West) - West Miller (Behind Sedano's)

S.W. 147 Ave. & S.W. 56 St.

Kendall Crossings (Near Publix)

S.W. 112 St. & S.W. 132 Ave. Miami - The Roads - St. Sophia Greek Church

2401 S.W. 3rd Ave. (Parking Lot)

Miami - West Tamiami (Bank of America)

S.W. 8 St. & S.W. 137 Ave.

Miami - West Tamiami 2 (LaRoc Plaza Sedano's)

East Corner on S.W. 8 St. & S.W. 147 Ave.

Miami Beach - Normandy Isle

(Next to Food Mart) 2050 N. 71. St.

Miami Gardens - California Club

(Publix Parking Lot) N.W. 199 St. & US 441

Miami Gardens (Near Jiffy Lube)

N.W. 67 Ave. & N.W. 186 St.

Miami Gardens II (Near Presidente) N.W. 184 St. & N.W. 7 Ave.

Miami Gardens - North West

(Near Sedanos) N.W. 186 & N.W. 87 Ave.

Miami Lakes (Publix Parking Lot)

N.W. 150 St. & N.W. 67 Ave.

Miami Lakes 2 (Near Bank of America)

N.W. 163 St. & N.W. 58 Ave.

Miami - Bird Road 2 - Concord (Near Anna's Linens) S.W. 40 St. & S.W. 113 Ave.

Miami - Coral Way East

(Diagonal to CVS)

S.W. 22 St. & S.W. 24 Ave.

Miami/Coral Gables Bird Road (Wells Fargo parking lot)

S.W. 40 St. & S.W. 58 Ave.

Pinecrest (Publix Parking Lot)

S.W. 146 St. & S. Dixie Highway

**South Miami - (Next to Petco)

S.W. 62 Ave. & US1

Sweetwater - Doral - Fountainebleau

N.W. 7 St. & N.W. 107 Ave.

Westchester (Behind Staples SW. 24 St.)

S.W. 24 St. & S.W. 87 Ave.

Westchester 2 (Coral Way - Las America's)

(Behind movie theaters)

S.W. 24 St. & S.W. 122 Ave.

Donations Drop-Off's Drive-Thru's Store Front Donation Center

*Accept furniture

**Do not accept

Broward Stores:

Coral Springs (Royal Palm Shopping Ctr) 10369 Royal Palm Blvd, Coral Springs, FL 33065

Coral Springs 2- (Riverside square Shopping Center - Bookstore Only) (954) 755.5880 8218 Wiles Road, Coral Springs, FL 33067 Davie (Ridge Plaza Shopping Center) (954) 472.2367 9160 W. State Road 84, Davie, FL 33324 **Deerfield Beach** (954) 571.2093 289 S. Federal Highway, Deerfield Beach, FL 33441
Fort Lauderdale - Goodwill Outlet (Open Daily 9am-2pm) (954) 977.7043 2104 Commercial Blvd., Ft. Lauderdale, FL 33309 Hallandale Superstore (954) 989.2405 3149 W. Hallandale Beach Blvd. Pembroke Park, FL 33009 Hollywood (N. Dixie) (954) 927,7703 2418 N. Dixie Hwy, Hollywood, FL 33020 Hollywood Taft Superstore (954) 966.3555 6819 Taft Street, Hollywood, FL 33024 *Lauderdale Lakes (954) 739.8755 3282 N. State Road 7 (U.S. 441) Lauderdale Lakes, FL 33319 Lauderhill (next to Winn Dixie) (954) 316.9484 1529 N.W. 40th Ave Lauderhill, FL 33313 *Margate Superstore (954) 975.8950 2057 N. State Rd. 7 Margate, FL 33063 Oakland Park (954) 390.0147 1099 E. Oakland Park Blvd. Oakland Park, FL 33304 *Pembroke Pines (Crossroads Sq Shopping Center) (954) 538.1482 154 N. University Dr. Pembroke Pines, FL 33024 Pembroke Pines (Silver Lakes Shopping Ctr.) (954) 441.1631 18221 Pines Blvd, Pembroke Pines, FL 33029 Pembroke Pines 3 - Flamingo Pines Shopping (954) 541-8224 12594 Pines Blvd, Pembroke Pines, FL 33027 *Sunrise (954) 748.5887 2029 N. University Drive Sunrise, FL 33322 *Sunrise 2 (Village Shoppes Pine Plaza) (954) 747.3356 4345 N.W. 88th Ave. Sunrise, FL 33351

Donation Centers:

Coral Springs 2 - Bookstore (Riverside square Shopping Center) (954) 755.5880 8218 Wiles Road Coral Springs, FL 33067 **Davie (Davie Plaza Shopping Center) 11346 W. State Rd 84 Davie, FL 33325 Davie (Regency Square Shopping Ctr.) 4845 S.W. 148th Ave. Davie, FL 33325 Bay #31 **Davie (Shenandoah Square Shopping Center) 13720 West State Rd. 84, Davie FL 33325 Fort Lauderdale - Galt Ocean Drive (Next to the Library)3411 Galt Ocean Dr. Fort Lauderdale, Fl 33308 Fort Lauderdale (NW corner Park & Ride Lot) Commercial Blvd. & Andrews Ave.

Fort Lauderdale (Park & Ride Lot) Cypress & I-95
***Hollywood (Park & Ride Lot)

Sheridan Street & I-95

**Miramar (Miramar Commons Shopping Ctr.) 10996 Pembroke Rd. Miramar, FL 33025

**Miramar (Shops at Sunset Lakes Shopping Ctr.) 18455 Miramar Pkwy. Miramar, FL 33029 North Fort Lauderdale (Shoppes of McNab)

Behind Daycare Playground

Corner of S.W. 81 Ave & McNab Road Tamarac Town Square (Near Publix) (954) 721.0138 8271 Pine Island Rd.,

Tamarac, FL 33321

Goodwill Accreditations

Demonstrating our commitment to the highest standards of quality, public accountability and transparency.

CARF – The Commission on Accreditation of Rehabilitation Facilities Accredits Goodwill's Vocational Rehabilitation Programs.

Joint Commission of Healthcare Organizations

(Delmarva Foundation) accredits our programs for the developmentally disabled.

COE – Council on Occupational Education Committee

Accredits our Vocational Adult and Basic Education Programs.

ISO 9001:2008

Registered and certified by TUV NORD in the areas of design and manufacture of textile goods including military uniforms, flags and accessories.

HLAC (Healthcare Laundry Accreditation Council)

This is a non-profit organization that inspects and accredits laundries that process reusable textiles for hospitals, nursing home and other healthcare facilities. Our accreditation substantiates we have been independently inspected and adheres to professionally recognized infection control procedures and policies.

CIMS certified (Cleaning Industry Management Standards)

This certification applies to Management, Operations, Performance systems and processes that demonstrates we are structured to deliver consistent quality services to meet customer's need and expectations. It sets forth processes, procedures and supporting documentation proven to be characteristics of a customer driven organization.

Sarbanes-Oxley Act

Goodwill is in compliance with the Sarbanes-Oxley Act, including an independent Board of Directors' Audit Committee and Compensation Committee in compliance with IRS Regulations.









Goodwill Industries of South Florida, Inc. is an independent and autonomous non-profit organization governed by a Board of Directors from Miami-Dade, Broward and Monroe Counties. Goodwill Industries of South Florida, Inc. is a member organization of Goodwill Industries International, Inc. in Washington D.C.

Goodwill loves Green

Goodwill knows the power donations can have on people and the planet.

For over 100 years, Goodwill has been a pioneer of the "reduce, reuse, repurpose" practice. Your donated goods are not only a great contribution to our mission, but they are also creating a healthier environment.

Together we can have a powerful impact on our world.

Give It to Goodwill

Keep Green and Give it to Goodwill. Last year, we kept 28 million pounds of resold goods out of our landfills.



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2121 N.W. 21 Street Miami, Florida 33142 (305) 325-9114

2104 W. Commercial Blvd. Ft. Lauderdale, FL 33309 (954) 486-1600

goodwillsouthflorida.org



