

Learn &  
Earn

Goodwill 9  
South Florida goodwill



Training for work skills that turn into jobs

Goodwill South Florida is 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 counties.

## Community Needs

- There are 4.6 million people in Miami-Dade, Broward, and Monroe counties, 3.7 million of whom are of working age.
- 12.2% of this population have some form of disability that challenges their ability to find and retain work.
- This is an extraordinary 457,000 people, 82% of whom are not working compared to only 34% of the non-disabled population.
- 25% of this population live below the poverty line.

## How We do It

We are a unique Social Enterprise, operating nonprofit businesses that help fund our human services mission while actually employing many of the people that we are focused on helping.

## Our Needs

While primarily self-funded, Goodwill South Florida still struggles to obtain funding that would allow us to vocationally train, place and employ more people.

## Driven to Making a Difference

Despite being 96% self-funded, we are looking for supporters who are excited about financially participating in our mission.

## Data About Seniors, Veterans, and Homeless

Based on 2021 data provided by the Able Trust

### # of persons with a disability by County:

Broward	208,012
Miami-Dade	268,475
Monroe	8,125

### # of persons with a disability who are unemployed by County:

Broward	50,984
Miami-Dade	73,676
Monroe	1,740

### # of persons with a disability who are employed by County:

Broward	37,604
Miami-Dade	38,687
Monroe	1,805



## Chair and President Report

Dear Friends of Goodwill,

As we reflect on the strides we made in 2021, emerging resilient from the challenges of the pandemic, we turn our gaze towards a purposeful 2022, embracing the opportunities for growth and evolution.

In assessing the changing landscape, it became evident that the workforce transformation accelerated by the pandemic is steering us towards a new normal. Remote jobs, virtual meetings, and redefined work roles all point to a fundamental shift that places digital skills at the forefront.

Recognizing this imperative, Goodwill forged partnerships with industry leaders such as Microsoft, Google, Comcast, Coursera, Facebook, and more. Together, we are committed to empowering thousands of job seekers with the digital skills essential for seizing better opportunities and navigating career transitions. This innovative collaboration not only aims to bridge the digital divide but also strives to enhance diversity and dismantle entry barriers in this rapidly evolving job market.

Each day, we see individuals who look to reenter the workforce. Their aspirations encourage them to acquire new skills vital for the evolving demands of the workforce. In essence, 2022 has become synonymous with the "Learn & Earn" ethos, embodying our commitment to closing the job and digital divide—a theme resonating throughout this year's annual report.

We would also like to extend our heartfelt gratitude to our dedicated board members, whose unwavering commitment has been instrumental in steering us through these transformative times.

In the spirit of unity and progress, we look forward to the continued support and collaboration that will drive positive change in the lives of those we serve.

Warm regards,

Barbara Shrut  
Chair

David Landsberg  
President & CEO

# 2022 Year in Review

**Goodwill engages in a unique social enterprise model which funds services for over 4,500 persons. Although most known for its Goodwill donation centers and retail stores, the organization's other entrepreneurial businesses directly train and employ a large number of people while providing mission funding. Here are a few of this year's highlights:**

## In Stores and Donated Goods

- Donated goods delivered positive revenue growth with comparable sales of +19.8%.
- It was a banner year for our retail stores, posting average sales with an increase of +11.9%• Customers responded positively with sales rising 12% with Seasonal/Holiday presentations.
- The customer experience survey indicated a +4% increase over the previous year, for a total score of 89%.
- While many employers are being negatively impacted by a highly competitive job market, we were able to improve staffing and employee retention through hiring wage growth from \$11.00 to \$12.00

## In Apparel Manufacturing

- Implementing ReqLogic in Apparel has allowed us to migrate all the purchasing and invoicing tasks to a digital process.
- We implemented the EXENTA "Real Time Shop Floor Control System," to provide management with better visual control and access to real-time data for process improvement and quality control.
- A new digitized incentive-based system gives employees ownership of their work and promotes teamwork and efficiency.
- The end-to-end digital operation in Apparel Manufacturing is fully integrated with Great Plains, NOVAtime, and ADP.
- We received ISO 9001 Certification for the next 3 years.

## In Custodial Services

- Renewed major contract with the Federal Government, GSA, which includes 9 buildings from Miami to Fort Pierce (which are the most important Courthouses of South Florida). We provide custodial and landscaping services to 2,019,094 square feet. This contract was renewed for 5 years for a total of \$22,000,000, we have 70 employees working in this contract.
- Successfully servicing 5,000,000 square feet plus 73 acres of land, to federal, state, county, and commercial accounts. Providing custodial services, landscaping, food services, and porter services to 128 buildings in South Florida.
- Our new commercial account with Miami's Baptist Hospital provides 11 full-time custodians and services 300,000 square feet in 5 floors of the main hospital. A few days after we began, they requested 10 more employees to increase the account 100%.

## In Laundry Services



- Added more support services to hospitals including hiring a Customer Service Representative as well as implementing a Linen education module for healthcare facilities.
- Landed the VA West Palm and VA Miami facilities for their Laundry needs.
- Expanded Laundry Services for Large Nursing and Rehabilitation facilities.
- Achieve HLAC certification for the Laundry which is the leading certification for Healthcare Laundry operations.

## In 3rd Party Logistics Solutions



- The 3PL Division secured a new 40,000-square-foot warehouse to support e-commerce, kitting, and fulfillment services, which will provide new job opportunities at above minimum wage for people in the local area.
- After running multiple small-scale sorting and pre-processing trials, the 3PL team pre-processed over 10,000 pounds of spent textiles to prepare the textiles for mechanical recycling into new fabrics that will be used as part of the Accelerating Circularity Project commercial trials.
- Goodwill South Florida was able to divert over 200,000 pounds of ballistic aramid fibers from the landfill and recycle them in partnership with the US Army. This provides these usable fibers with a second life in other commercial products, such as brake pads and cut-proof textiles.

## In Mission Services



- Virtual Career Camp: Students learned about Career Exploration, Employability Skills, Soft Skills, Financial Literacy and Digital Literacy.
- CARF: We have been awarded the highest level of accreditation by CARF International for Community Employment Services. CARF accreditation is a public seal of trust and commitment to quality based on internationally accepted standards. Achieving this accreditation demonstrates our commitment to exceptional, personalized care.
- Mission Services Delivery Model Redesign: Division leadership completed an internal environmental scan and reached out to peer Goodwills across the nation to secure current state and best practice will redesigning services to ensure growth, efficiency, and compliance.

## In Finance



- In 2022 Goodwill applied for and received forgiveness from the Small Business Administration for the Paycheck Protection Program for the \$8.7 million loan we obtained on May 5, 2021.

## In IT



- In 2022, we started the digital modernization of many of our departments. We completed the deployment of over +1100 tablets, laptops and desktops across the enterprise. Brought new fiber to our retail stores, deployed new applications, and continue the implementation of several enterprise applications.
- New security Cybersecurity controls were deployed including Multifactor Authentication, Anti-Malware, Security Event management and end point detection and response to increase our security strength.

## In the Community



- We hosted our Spirit of Goodwill Band in a heartwarming concert at the New World Symphony Center.
- Collaborated with community partners such as: Women of Tomorrow, Afghan Refugee Relief programs, College On-Campus Move-Out Donation Drives, Digital Youth Summer Camp program, Career Day with local high schools, virtual and in-person Behind the Scenes tours, Holiday Angel tree program sponsoring people with disabilities, national partnerships with Lowe's and more.
- Increased our social media presence to further engage with Goodwill friends and continue to bring mission awareness to our community.



# 2022 Program Impact

We are one of the most cost-effective nonprofits in the U.S. with 96% of our expenses going toward funding programs

Every day, the men and women that we serve at Goodwill wake up with the opportunity to focus on their many capabilities, while dealing with their obstacles. 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:

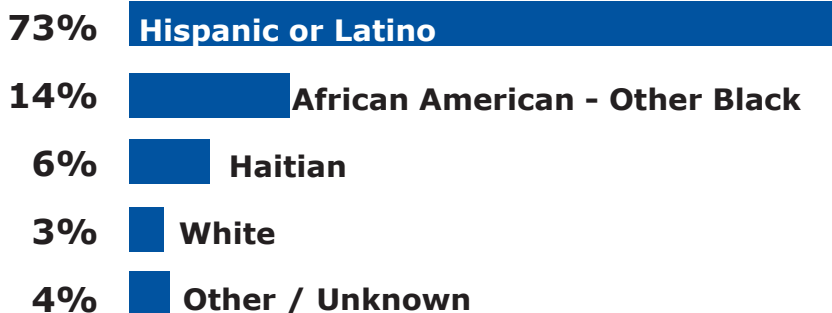
## Services Provided

- 210** Admissions
- 2190** Distribution of Information and Referrals
- 965** Employed at Goodwill while receiving training & services
- 359** Provided Placement Services
- 130** Programs for People with Developmental & Intellectual Disabilities
- 17** Conducted Vocational Evaluation
- 36** Provided Certified Vocational Training
- 71** Supported Employment through VR AND APD
- 1087** Pre Placement Skills Training provided

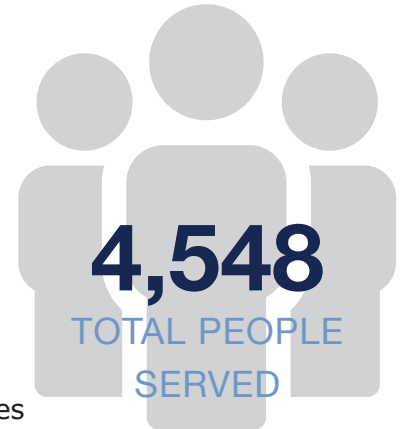
## Primary Disabilities

- 445** Developmental & Intellectual Disabilities
- 1121** Psychiatric, Emotional and Behavioral Disabilities
- 147** Orthopedic/Mobility Impairments
- 98** Hearing, Speech and Visual Impairments
- 222** Other Disabling Conditions
- 2515** Disadvantaging Conditions

## Participant Diversity



**5,065**  
UNITS OF SERVICE



**48**  
PLACED IN OUTSIDE COMPETITIVE JOBS

## Satisfaction Surveys

Participants	100%
Parents	100%
Referral Sources	100%

# Mission Services

**Mission Services programs are available regardless of race, color, sex, religion, creed, or place of national origin. The programs are designed to serve individuals with disabilities, young adults transitioning out of the local school systems, refugees, individuals re-entering the workforce, the homeless, veterans, and those facing other barriers to work.**

## Programs:

- The **Career and Skills Center Program** assists anyone in need of employment inside or outside the agency and/or those who would like to grow their work skills. This is accomplished via the following services:
  - Career Navigation*
  - Career Exploration Camps*
  - Internship Opportunities*
  - Pre-employment Experience*
- The **Vocational Rehabilitation Program** offers adults with disabilities carefully structured and supervised life skills training, work experience counselling and support by providing:
  - Skills Assessment*
  - Adult Day Training*
  - Work Services*
- The **Job Placement Program** works with individuals seeking employment within the agency's social enterprises or within the community:
  - Employment Services*
  - Supported Employment*
- The **Skills Training Program** enhances the existing work skills of participants while providing them with updated job readiness competencies geared to assist with securing a job placement or success in the workplace, including career advancement. The program offers:
  - Occupation-Specific Apprenticeships*
  - Digital Skills*
  - Learning Labs*
  - Career Fundamentals*
  - Credentialing*

## Goodwill In Memoriam



**Harry Ramsarran,**  
**Vice President of Service**  
**Contracts for 25 years.**

With profound sorrow, we share the heartbreaking news of the passing of Harry Ramsarran, Vice President of Service Contracts, a devoted member of our organization for nearly 25 years. Harry's legacy is deeply impactful, marked by his robust team and sustainable systems that, not only championed excellence, but also fostered growth and opened doors to meaningful job opportunities for individuals with disabilities.

Under his guidance, Harry's division provided a spectrum of services, including groundskeeping, porter service, food attendant, cashiering, food preparation, and janitorial/custodial work for numerous government contracts.

His adept management of these complex agreements, consistently renewed year after year, not only ensured the success of

our organization but also secured valuable employment for countless participants, earning him admiration from both customers and partners. Additionally, Harry played a pivotal role in the launch and successful management of our commercial laundry operation almost a decade ago.

As a fervent believer in Goodwill's mission, Harry's unwavering dedication left an enduring mark on the lives of those we are committed to serving.

Harry will be remembered for his kindness, passion for helping others, and his unparalleled storytelling ability. Our hearts mourn the loss of a true stalwart, and we are grateful for the lasting impact he made on the lives of so many.





# Achievers of The Year

## Neise Atterberry



Courtesy of Sharon Socol Photos: Pedro Wazzan & Diana Espin

Neise Atterberry is 46 years old and was born in New York. She is a high school graduate with intellectual disabilities. She is friendly, and polite; with an eagerness to learn and push beyond her boundaries. She began attending Goodwill's Adult Day Training 23 years ago. She had difficulty performing multi-stepped tasks, illiteracy, minimum mathematical skills, sensitivity to criticism, and difficulty concentrating. Neise required consistent prompting to redirect her attention back to her task. Usually, she was able to regain her focus, but at times, she would become sensitive and frustrated to constructive criticism. She needed extensive one on one counseling to assist in calming her down.

With the assistance of the rehabilitation team, she learned how to focus and prioritize in order to complete higher-level tasks. Her ability to accept corrective feedback has increased while her cycles of frustration have dramatically decreased. She consistently demonstrates enthusiasm for learning new things and trying to be better at her job.

In 2022, Neise was given the opportunity to train as a helper at Goodwill's Donated Goods department. This job requires specific abilities; sorting, handling, and organizing items received. Neise exceeded expectations. In July 2022, she became a permanent employee at our Donated Goods department. She has never been absent to work! This is a testament to her passion and dedication.

## Walter Anderson



Courtesy of Sharon Socol Photos: Pedro Wazzan & Diana Espin

Walter is 70 years old and was referred to Goodwill in 2008 by the Division of Vocational Rehabilitation and enrolled in the Vocational Training Program for sewing operators. After completing the training, he was employed as a sewing operator in Goodwill's Manufacturing Department. For 15 years now, he has worked and flourished in this role.

In 2022, the manufacturing department went through a transition from manual to digital ticketing. Even though extensive training was provided, the transition proved overwhelming for employees with visual impairment. Thanks to Walter's input, Goodwill mechanics were able to make adaptations that eased the use of the new device among the visually impaired team. Walter is a productive employee and has gained control of all known procedures.

Walter has an associate degree in music and has been part of the choir of The Spirit of Goodwill Band since 2009. In 2016, he was selected to participate in Goodwill's Outcomes Management committee as an advocate for the visually impaired. In 2021, Walter was chosen to represent Goodwill South Florida in a broadcast interview speaking about his experience in the manufacturing of the U.S. Army's new service members' uniform.

Walter has overcome multiple barriers and maintained a continuous humble attitude and amiable personality. With his admirable spirit and determination, Walter represents everything Goodwill's Mission Statement encompasses.

When people with disabilities come through Goodwill's doors, they are looking for a chance, like most of us, they are eager to work, succeed, and lead fuller lives. We understand that disabilities don't define people, that is at the core of our philosophy. Our work with people with disabilities is always through a lens of capability. Goodwill South Florida makes that possible by providing vocational rehabilitation, training, and employment services.

## Kishore Abichandani



Kishore is 61 years old, born in Naga-Philippines with deafness. He also developed an anxiety disorder at a young age. He obtained a high school diploma in the Philippines and studied Introductory Accounting while living in New Jersey. With discipline and dedication, he became proficient in Microsoft applications and accounting-related programs. Before receiving employment assistance, Kishore worked as a data entry and office clerk for 20 years in California.

Kishore came to Goodwill in need of assistance with job placement services. He can communicate with guttural sounds and speak basic words in English. With the use of a hearing aid device, Kishore can hear limited sounds. But these challenges did not stop him, he had goals and was ready to pursue a better-paying job. He required the assistance of an ASL interpreter during job interviews, training, and communication in general.

In 2022, Kishore began working full-time, with full benefits at Akerman Law Company. He has demonstrated exemplary dedication and effort. Rick Gutierrez, a senior supervisor at Akerman, says that Kishore has added value to the company's office operations and is always ready to assist using his technical savviness. He is highly dependable, a quick learner, and an excellent team player. In a few words, the supervisor said, "Kishore is a breath of fresh air to Akerman."

Kishore says he "is very satisfied with his job, his supervisors and overall management style, and that he appreciates the values and ethics of Akerman, as well as the professional services he received from Goodwill staff."

## Thomas Arteaga



Thomas Arteaga is 30 years old, polite, soft-spoken, and well-mannered. As a child, Thomas suffered from frequent ear infections and required multiple ear surgeries. At 8 years old, he was diagnosed with ADHD. Thomas was known at school for quickly getting confused and having daily behavioral outbursts. At age 17, Thomas was diagnosed with Autism, Pervasive Developmental Disorder-not Otherwise Specified, and Asperger's Syndrome, along with other Orthopedic disabilities, Asthma, and Inattentive Behavior.

Thomas received employment services from Goodwill of South Florida from 2017 to 2022. He had been struggling to find a steady job. With the assistance of Goodwill south Florida, he began working at Best Buy. His manager reported that Thomas was easily confused and had difficulty with multitasking. After a few sessions of occupational counseling and job coaching techniques, Thomas began to show improvement in the quality of his work and his ability to concentrate on a task. His supervisor describes him as a goal-driven employee who requires support and coaching but who also has made significant improvements while meeting most of the demands of his job. He recently promoted Thomas to full-time and increased his salary rate.

Thomas is working very hard to overcome his insecurities, which require consistent encouragement and prompting from his job coach. Thomas says he "wants to trust himself and reach his full potential." Thomas is optimistic about his future and is exploring career options through Goodwill's Opportunity Accelerator Program.



# Goodwill Hope and Opportunity

It has been the people and the shining faces across the organization that make this place so special and unique. We embrace the Spirit of Goodwill. As work is done, social bonds are created, and there is a sense of a connection to purpose and a bigger family. We care about our participants' well-being far beyond the job.



**“The Spirit of Goodwill”** Band is a music program to improve the social and recreational skills, community integration, and personal adjustments for people with disabilities.



Know someone with a disability looking for a job? Scan code to get started.





# Social Enterprise

Goodwill engages in a unique social enterprise model which funds services for over 4,500 persons. Although most known for its Goodwill donation centers and retail stores, the organization's other entrepreneurial businesses directly train and employ a large number of people while providing mission funding.



## Stores and Donated Goods



Donate Stuff. Shop. Create Jobs. Your donations and support of our stores, donation centers, and online e-commerce ([shopgoodwill.com](http://shopgoodwill.com)), fund programs that assist people with disabilities and other barriers, basically, putting people previously unemployable to work. [Scan above to find stores & donation centers near you.](#)

## Apparel Manufacturing

For over twenty five years, Goodwill has manufactured military apparel for the U.S. Department of Defense. With a workforce of 865 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, the State of Florida, Peckham, and ReadyOne.



## Custodial Services

Goodwill's custodial services offer groundskeeping, porter service, food attendant, cashiering, food preparation, and janitorial/custodial combined to employ over 108 people with significant disabilities. Goodwill's customers include the majority of federal, state and local government entities also including National Oceanic and Atmospheric Administration, U.S. Air Force, U.S. Coast Guard, U.S. Navy, U.S. Army, and the U.S. Department of Agriculture.

## Laundry Services

The Goodwill Laundry Services operation was built to create more jobs in our community; especially, the Liberty City area. It is a state-of-the-art automated facility, energy-efficient and environmentally friendly. We currently process 20 million pounds of linen for a number of hospitals per year and employ 145 workers.



## 3rd Party Logistics Solutions

Our premium location near air and seaports in the South Florida market provides our customers with an efficient warehousing and distribution partner. In addition to traditional warehousing services, we perform e-commerce fulfillment, kitting, integration, remanufacturing, assembly, and sustainable recycling/upcycling as part of our full-service logistics management solutions. Goodwill South Florida's 3PL Division is a cost-effective business partner to help get products into the hands of consumers operating out of multiple locations.

# 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 through guidance, expertise and fundraising efforts. They ensure adherence to the highest standards of efficiency, quality, service, ethical conduct, public accountability and transparency.

## 2022 Officers

**Barbara L. Shrut**  
Chair, SLB Advisors

**Julie Greiner Weiser**  
Vice Chair, Retired Executive, Macy's Retail

**Michael L. Burnstine**  
Secretary & Chair, Business Services Committee  
Vice President Lockton Companies, LLC

**Allison P. Shipley**  
Treasurer,  
Retired Principal, PwC

**Ruth V. Brophy**  
Senior Advisor H.I.G. Capital, L.L.C.  
Private Equity

**Peter L. Bermont**  
Chair, Investment,  
The Bermont Advisory Group

**Heather Gatley**  
Chair, Human Services,  
VP & Deputy General Counsel,  
Ryder System

**David Landsberg**  
President & CEO, Goodwill South Florida

**George L. Pita**  
Chair, Audit Committee,  
Executive Vice President & CFO, MasTec

**Rosary Plana Falero**  
Chair, Development,  
Senior Private Banker, Wells Fargo

**Charles M. Rosenberg**  
Chair, Governance Committee,  
Attorney, Carlton Fields Attorneys

**Edward Manno Shumsky**  
Chair, Compensation Committee,  
Retired Executive

**Jayne Harris Abess**  
Chair Emeritus,  
Partner, ThinkLAB Ventures

## 2022 Directors

**Michael P. Elkin**  
Principal - Forensic, Advisory and Valuation  
Services, Kaufman Rossin

**Tomás P. Erban**  
Retired Senior Executive,  
Bacardi International & Bacardi USA

**Tammy Klein**  
Founder, Klein HR Solutions

**Sophia Galvin**  
Executive Director, Talent and Culture,  
Broward College

**Danet Linares**  
Executive Vice Chair,  
Blanca Commercial Real Estate

**Irma Rebozo Solares**  
Chair, Governance Committee,  
Shareholder, Carlton Fields Attorneys

**Mark Sessions**  
Royal Caribbean Cruises Ltd.

**Merrett R. Stierheim**  
Retired (former) County Manager &  
Superintendent of MDCPS

**Naomi Nixon**  
Founder, NDN Advisors

**Kimrey Newlin**  
Senior Vice President, Executive Credit Officer  
TD Bank, NA

## Trustees

**William Beames**  
Retired Executive

**Joseph P. Lacher**  
Retired Executive

**James M. Fraser**  
Vice President and General Manager,  
Turner Construction Company

**Mark Burstein**  
Chair, Cybersecurity & Technology  
VP, Strategic Accounts

**Jorge A. Fernandez-Ceballos**  
Retired Executive

**Sherrill W. Hudson**  
Retired Executive

**Rudy Kranys**  
Retired Executive

**Wifredo Gort**  
Retired Executive

**Debra D. Owens**  
Director, Gov. & International relations,  
Dante Fascell Port of Miami-Dade

**Leslie Pantin, Jr.**  
President, Beber Silverstein/Pantin Group

**Victoria E. Villalba**  
Founder & President, Victoria & Associates  
Career Services

**Dr. Wilbert "Tee" Holloway**  
Retired Executive

## Senior Leadership



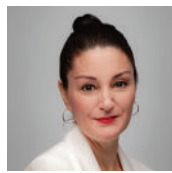
**David Landsberg**  
President & CEO



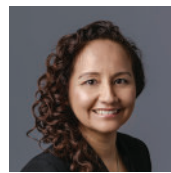
**Mauricio Hernandez**  
Chief Operating Officer



**Lourdes de la Mata-Little**  
Chief Marketing Officer



**Beatriz Anazco**  
Chief Financial Officer



**Angelica Gomez**  
Vice President, IT



**Darrell Cunningham**  
Vice President, Mission Services



**William Eckler**  
Vice President,  
Laundry Services



**Harry Ramsarran**  
Vice President,  
Service Contracts



**Mark Marchioli**  
Vice President,  
Business Development



**Brett Bartschi**  
Vice President,  
Donated Goods



**Eduardo Dominguez**  
Vice President,  
Apparel Manufacturing



**Joe Hornstein**  
Vice President,  
Philanthropy

**Founder's Circle**  
**\$300,000+**  
United Way of Miami Dade

**Pillar Circle**  
**\$200,000-299,999**  
Badia Spices, Inc.

**Cornerstone**  
**\$100,000-199,999**  
Jane & Jerrold Goodman  
Yablick Charities, Inc.

Ryder Charitable Foundation

**Diamond Circle**  
**\$50,000-99,999**  
The Leonard L. Abess &  
Bertha U. Abess Foundation

**Platinum Circle**  
**\$25,000-49,999**  
Julie Greiner Weiser & Michael  
Weiser  
Greiner Weiser Family Foundation

# THANK YOU

## TO OUR CIRCLE OF FRIENDS

Mary N. Porter  
Community Foundation  
of Broward  
Samuel E. & Mary W. Thatcher  
Foundation, Inc.

**Gold Circle**  
**\$15,000-24,999**  
Charles M. & Gayle Rosenberg  
Joseph & Suzanne Lacher  
Sherrill W. Hudson Family  
The Fine & Greenwald Foundation

**Silver Circle: \$10,000-14,999**  
Bilzin Sumberg Baena Price & Axelrod  
LLP  
Peter L. and Kerrin Bermont  
Santander Bank, N.A.

The Cobb Family Foundation  
Shumsky Kronick Charitable Trust  
Truist  
Wells Fargo

**Bronze Circle: \$6,500-9,999**  
A1 American f/k/a  
American Associated Companies  
Allison P. Shipley  
Allison Shipley  
Family Foundation  
City National Bank  
Ruth V. Brophy

### LOVE

#### \$5,000-6,499

Barbara Shrut and Steven  
Gretenstein  
Dalila and George Pita  
Danet Linares and Matt  
Haggman  
David A. and Anoly Landsberg  
Edward Goodman  
2057 Building LLC  
Kaufman Rossin & Co.  
Kimrey and Estella Newlin  
Lynda Richards  
Michael and Kara Burnstine  
Naomi Nixon  
Nixon Family  
Philanthropic Fund  
Nathan S. Brand  
Reed Smith LLP  
Saint Louis Catholic Church  
Scott Morris Weiser Family  
Foundation  
TenCate Protective Fabrics  
The Jorge M. Perez Family  
Foundation at The Miami  
Foundation  
Troy Templeton  
Turner Construction Company  
(Multiple Vendors)  
Walter J. Andrews

### DREAM

#### \$2,500-4,999

Allen, Norton & Blue, PA  
Broward College  
CCS Fundraising  
Consultants  
Converge Public Strategies  
DC Holdings  
Eric A. Greenwald  
Fram Fed Six, Inc.  
Heather Gatley  
Heidi Garwood and Stuart  
Horowitz  
Irma Solares Esq.  
Roger and Margaret Starnier  
Rudolph H. Fellman  
Tammy Klein  
TD Bank  
The Chicago Community  
Foundation  
Timothy Noonan  
Wendy and Michael Elkin

### FRIEND

#### \$1,800-2,499

Carlton Fields  
Gonzalo De Quesada and  
Linda DeMartino  
Yolanda & Mauricio Valencia  
Galleria Farms

### SPIRIT

#### \$1,000-1,799

Alison Miller  
Brown & Brown  
Bruce Marmar  
Carlos Mauricio Hernandez  
Court T. Norris  
Diane M. Barrett  
Dirk Peterson  
Eileen Mehta  
Felipe Godoy  
INPHONEX.COM LLC  
Ken Sadowsky  
Kerry Firth and Robert Ard  
Leon Korol, Inc.  
Loretta Ciraldo  
Manuel Becerra  
Orlando Garcia  
Regent Products  
Richard and Barbara  
Souvion  
Richard and Colleen Fain  
Richard and Paula Donovan  
Square Zero LLC  
Tags Labels Printing  
Toni Randolph  
Wendi and Alax Gittler

### GOODWILL DONATION

#### \$500-999

Adrian and Ken Dubow  
Barbara F. Burnstine  
Brett Bartschi  
Charles Roach  
Dale Webb  
Diane Krieger and Bruce  
Kohrman  
Dynasty Home  
Facebook  
Firm Counsel Chartered  
FLM Gina Milio Trust  
Janice A. Pacheco  
Jill and Neil Berman  
Jorge and Elena Fernandez  
Ceballos  
Mark Marchioli  
Robert and Nancy Frehling  
Sophia Galvin  
Tobin & Associates

### IN-KIND DONATIONS

Galleria Farms

# Goodwill Giving Circles



It takes more than our Goodwill to keep up with this special and unique community. **We need your goodwill to make a difference.** We focus on abilities, not disabilities.

Our supporters are driven to making a real impact in helping the 82% of people with disabilities in Miami and Broward who are of working age – and unemployed.

We invite you to join our Goodwill Giving Circle – a group of special people who choose to give people with disabilities and other barriers hope, opportunity and a real chance of belonging to a bigger community.



**At Goodwill, gifts are investments that become self-supporting. Please consider joining our Gift Societies:**

<b>Spirit</b>	\$1,000-1,799
<b>Friend</b>	\$1,800-2,499
<b>Dream</b>	\$2,500-4,999
<b>Love</b>	\$5,000-6,499
<b>Bronze</b>	\$6,500-9,999
<b>Silver</b>	\$10,000-14,999



<b>Gold</b>	\$15,000-24,999
<b>Platinum</b>	\$25,000-49,999
<b>Diamond</b>	\$50,000-99,999
<b>Cornerstone</b>	\$100,000-199,999
<b>Pillar</b>	\$200,000-299,999
<b>Founder's</b>	\$300,000+

Interested in a leaving a legacy? We have naming opportunities and program sponsorships available. Which of these interest you the most?

- **Adult Day Training?** This program enhances work skills and behaviors so that participants can move upwardly to other programs available to them.
- **Job Development & Placement?** This program works to improve the person's employability skills and match them with community jobs. Would you consider hiring

one of our Goodwill graduates for your business? Call

- **Work Services Programs?** This program provides opportunities within Goodwill for those needing services for a longer period of time providing work experiences for outside employment.

For recurring gifts, stock, IRA distributions, endowment, corporate sponsorships, in-kind gifts, naming opportunities, memorial and tribute gifts, planned giving or more information please contact: [jhornstein@goodwillmiami.org](mailto:jhornstein@goodwillmiami.org)

Scan code to donate online:



[www.goodwillsouthflorida.org](http://www.goodwillsouthflorida.org)

# Goodwill Financials

## STATEMENT OF FINANCIAL POSITION

For the Year Ended December 31, 2022

### REVENUES AND SUPPORT:

Donated goods sales, net of sales discount	\$	81,702,263
Apparel manufacturing		43,253,510
Custodial contracts		11,732,353
Business services		9,537,481
Laundry services		15,229,323
Mission services		2,753,089
Contributions		975,888
United Way allocation		378,309
Miscellaneous income		8,244,372
<b>TOTAL REVENUES AND SUPPORT</b>	<b>\$</b>	<b>173,806,588</b>

### EXPENSES:

Donated goods sales, net of sales discount		63,570,818
Apparel manufacturing		52,335,738
Custodial contracts		9,662,683
Business services		7,215,168
Laundry services		16,283,071
Mission services		5,449,569
Management and general		7,500,912
Fundraising		196,411
<b>TOTAL PROGRAM SERVICES AND EXPENSES</b>	<b>\$</b>	<b>162,214,370</b>

INCREASE IN NET ASSETS **\$ 11,592,218**

## STATEMENT OF FINANCIAL POSITION

December 31, 2022

### ASSETS

Cash and cash equivalents	\$	9,278,425
Accounts and other receivables, net		12,110,924
Inventories, net		27,870,937
Prepaid expenses and other assets, net		2,590,337
Investments		4,909,761
Property and equipment, net		35,473,314
Right-of-use assets, net		51,916,877
<b>TOTAL ASSETS</b>	<b>\$</b>	<b>144,150,575</b>

### LIABILITIES AND NET ASSETS

Accounts payable	\$	10,450,242
Accrued expenses and other liabilities		22,365,507
Mortgages and notes payable, net		9,850,116
Lease liabilities, net		57,209,251
<b>TOTAL LIABILITIES</b>		<b>99,875,116</b>

### NET ASSETS

Without donor restrictions		44,275,459
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$</b>	<b>144,150,575</b>

# Goodwill Accreditations

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

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

## **CARF – Community Employment Services**

Employment Supports and Job Development.

## **Qlarant – Agency for Healthcare Administration**

Accredits Developmental Disabilities Services.

## **ISO 9001:2015**

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 nonprofit organization that inspects and accredits laundries that process reusable textiles for hospitals, nursing homes and other healthcare facilities. Our accreditation substantiates, that we have been independently inspected and adhere 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 demonstrate we are structured to deliver consistent quality services to meet customer's needs and expectations. It sets forth processes, procedures and supporting documentation proven to be characteristic of a customer driven organization.



*Goodwill Industries of South Florida, Inc. is an independent and autonomous nonprofit 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.*

*The Annual Report concept, design and layout produced in-house at Goodwill South Florida.*



## Goodwill Loves Green

As one of the country's original recyclers, Goodwill has a responsibility to lead the conversation around repurposing, waste reduction, and sustainability.

Our programs have given used goods new life, diverted waste from landfill, and helped support our broader sustainability efforts.

We have undertaken building and fleet retrofits, invested in repurposing campaigns, and expanded sustainability planning efforts to reduce our environmental impact as we work with you to reduce yours through donations and convenient recycling services. Together we can have a powerful impact on our world.



**Creating Job  
Opportunities for  
People With Significant  
Disabilities**

*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.*



Goodwill gives jobs to people with disabilities and work barriers. Very few nonprofit organizations can claim to be an economic engine. We create jobs, and we match those jobs with people who need them most.

**Goodwill**   
South Florida

Miami Office: 2121 N.W. 21 Street  
Miami, FL. 33142  
(305) 325-9114

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

Commercial Laundry: 6201 N.W. 36th Ave.  
Miami, FL. 33147

[goodwillsouthflorida.org](http://goodwillsouthflorida.org)



Scan the code, make a donation and help someone find a job.

