



Calibrating Our Compass



2023
Annual Report

Goodwill 
South Florida 

Rev 4/1

Chair & President Letter

Calibrating Our Compass

Dear Friends of Goodwill,

Goodwill South Florida had a good year in 2023. The revenue from our 6 operating divisions hit a new high of \$181 million, with a very strong Donated Goods business (Stores, donation trailers, and e-commerce). This business funds much of our Mission Services*, and we must continue to encourage donation flow from our supporters. It is critical to our mission.

We have struggled with margins on some of our apparel manufacturing contracts, with labor and other input costs rising higher than our contracted prices. This will be a continuing challenge in 2024 and beyond. We hope to get new contracts in our other operations to offset these pressures.

We have worked hard, with our board and senior staff, to accomplish a number of our priorities in 2023:

1. We concluded, post the COVID years, that being a lean, self-sustaining non-profit alone will not allow us to meet the needs of the ever-growing communities we serve: those individuals with disabilities and other barriers to work. We have, therefore, created a Philanthropy department for the first time, welcoming Joe Hornstein as VP. We have engaged the services of a consultant, and will soon launch a multi-year fundraising campaign to raise investment capital to fund the expansion of services and new initiatives.

2.* Mission Services is the engine that drives our deep understanding of what it takes to deliver services to those with disabilities and other barriers to work. Eighteen months ago, we hired Darrell Cunningham as VP, and he has led a new kind of outreach and openness, both internally and externally. With Darrell's lead, we have engaged Broward College and



Goodwill International to execute a survey of our Miami-Dade and Broward counties to discover social service gaps. Using both primary and secondary research, we now have a clear picture of how to use our time and resources to serve more people: both through scaling existing initiatives and taking on new initiatives where the need is great.

3. With these and other important initiatives in mind, we have updated our Strategic Plan for the next 4 years, and have targeted opportunities in both Business Operations and Mission Services to expand the number of people served.

4. We have continued to strengthen our board, adding 3 new members this year. Each brings specific qualities and expertise to help meet the challenges of our complicated social enterprise. We welcome Nancy Gonzalez, Javier Betancourt, and Luis Suarez.

We conclude with this commitment to our community: we will serve more people with disabilities and other barriers to work. We will do that with the terrific team at Goodwill South Florida, both staff and directors.

We are grateful to you, our supporters. Your support of Goodwill South Florida is an investment in the health and vitality of our community. It is worth noting that 96 cents of every dollar we earn goes to fund our mission. With your help, we will do more.

Sincerely,

Julie Greiner
Chair

David Landsberg
President & CEO



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 484,000 people, 84% of whom are not working compared to only 34% of the non-disabled population.
- 25% 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 95% 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

Broward	208,012
Miami-Dade	268,475
Monroe	8,125
Total:	484,612

of persons with a disability who are not working

Broward	170,408
Miami-Dade	229,788
Monroe	6,320
Total:	406,516

of persons with a disability who are employed

Broward	37,604
Miami-Dade	38,687
Monroe	1,805
Total:	78,096



Goodwill engages in a unique social enterprise model. Although most known for its Goodwill donation centers and retail stores, **scan the QR code** to learn more about the organization's other entrepreneurial businesses that directly train and employ a large number of people with disabilities and barriers to employment while providing mission funding.

Program Impact

We are one of the most cost-effective nonprofits in the U.S. with 95% 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:

1,674 Distribution of Information and Referrals	1,121 Career and Skills Center Services
874 Employed at Goodwill while receiving training & services	471 Provided Placement Services
122 Programs for People with Developmental & Intellectual Disabilities	279 Digital Skills training
82 Certified Skills Attainment	54 Supported employment through APD & Med waiver
56 Pre-placement skills training	948 Support to people with barriers to employment

Participants Served, by disability

Emotional Disability	51%
Psychiatric Disability	1%
Total Psychological and Psychiatric Disability	52%
Developmental Disability other than Autism	15%
Learning Disability other than Autism	2%
Autism	3%
Total Developmental Disability	20%
Other Physical Disability	10%
Blindness or other Visual Impairment	3%
Deafness or Hard of Hearing	3%
Neurological Disability	2%
Total Physical Disability	18%
Other Disabling Condition	10%

Employees & Trainees in 2023

With Disabilities	875	29%
With Barriers to Work	1,828	62%
Other	265	9%
Total Employees & Trainees	2,968	

5,681

Units of Service

1,140

Total People Placed & Hired by Goodwill

Average rate \$13.15*

*Benefits available

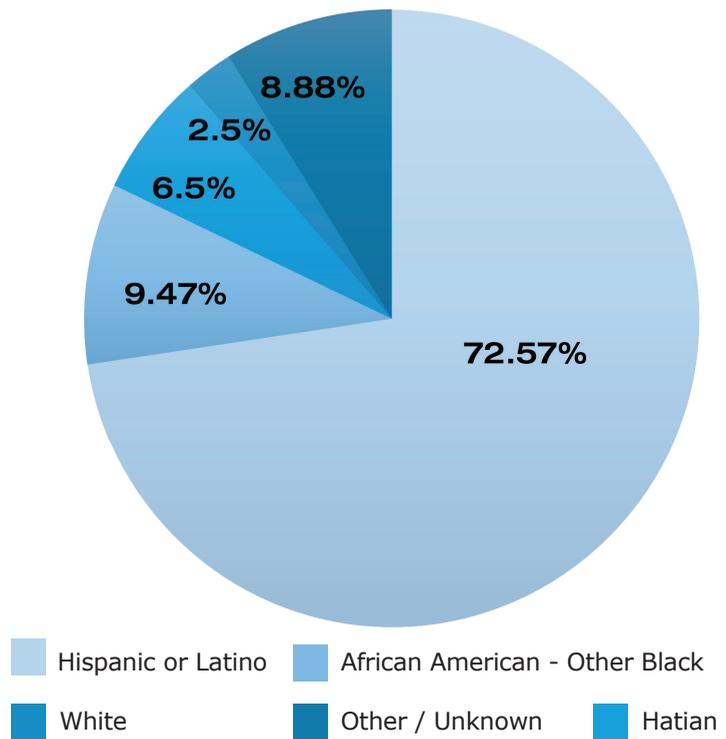
192

People Placed Under Opportunity Accelerator Program (OAP)

Average rate \$13.24*

*Benefits available

Participant Diversity



The OAP model promotes consistent, high-quality services with a common framework of equitably effective mission practices across the Goodwill movement. The three phases of the model: Assess & Plan, Equip & Connect, and Launch & Evaluate.



Goodwill In Memoriam



**Beatriz Anazco,
Chief Financial Officer**

With profound sadness, we announce the passing of our beloved Beatriz Anazco, Chief Financial Officer at Goodwill South Florida, who has served the organization with dedication and passion for 25 years. Beatriz sadly passed away on Saturday, December 30, 2023. Beatriz was instrumental in countless ways, but

particularlry for paving the way for Goodwill’s multiple

expansions as the need for its services continued to grow. Beatriz was a fierce advocate for Goodwill. Her high ethical standards and sharp business acumen left an indelible mark on the community through Goodwill’s transformational programs for people with disabilities and other barriers to work. Throughout her tenure, she worked tirelessly to secure and manage the increasingly complex financing necessary for Goodwill’s growth, eventually quadrupling in size.

She is survived by her husband, Zack Anazco, two adult children, Sydney and Zachary and countless friends and Goodwill colleagues who loved and respected her dearly.

She will be greatly missed and never forgotten.

Mission Services Programs & Services

Career & Skills Center:

Offers a full range of career development services to job seekers about obtaining a new job inside or outside the agency or would like to grow their skills to increase earnings or hours. Services offered include:

- Career Navigation Services
- Hiring Events
- Outreach and School Tours

Vocational Rehabilitation:

Offers structured and supervised skills trainings and counseling services to adults with developmental and intellectual disabilities to help individuals gain the skills and confidence they need to achieve self-sufficiency and/or live as independently as possible.

- Functional Assessment
- Adult Day Training Centers Life Skills Development Level 3 - Adult Day Training and Life Skills Development Level 4 - Prevocational Services
- Work Services

Business Services Center:

Provides an opportunity for people with disabilities and other barriers to work to secure suitable employment.

Services include:

- Job Development Services
- Job Placement Services
- Job Coaching Services

Goodwill South Florida's Mission Services receives referrals from Florida's Department of Education, Division of Vocational Rehabilitation and Florida's Agency for Persons with Disabilities, as well as community walk-ins.



Training & Learning Management Center:

Offers training and upskilling for employees and participants to maintain or find a new job in areas of high demand.

- The Power of Work Seminars
- Vocational Trainings
- Digital Skills Trainings
- Credentialing Trainings

STEP Forward:

Provides students with barriers and high school students with disabilities the opportunity to be exposed, explore and experience the value of employment while gaining work skills.

- Career Exploration Services
- Career Exposure Services
- Career Experience Services



Goodwill South Florida AbilityOne Footprint

- The AbilityOne Program generates \$2.66 to the federal government for every dollar spent on the program.
- The AbilityOne Program also generated significant benefits to the federal government in terms of indirect impacts. The additional jobs via multiplier effects in the local economy.
- The AbilityOne Program also generated significant benefits to the federal government in terms of indirect impacts. The additional jobs via multiplier effects in the local economy generated between \$24.8 million (lower bound) and \$73.5 million (upper bound) in additional tax revenues.
- *Savings through reduced public benefits - \$6,209,446*
- *Additional tax revenue - \$2,248,128*
- *Total direct economic impact - \$8,457,574*
- *Total indirect economic impact - \$9,357,116*



Source: Mathematica Socioeconomic Impact Analysis Evaluation Report

2023

Achievers of The Year

Joshua McMillan



Courtesy of Sharon Socol Photos: Pedro Wazzan & Diana Espin

At 31 years old, Joshua McMillan decided he was ready to land his dream job. Joshua, diagnosed with Autism and various speech impediments, felt overwhelmed with the prospect of navigating phone, video, and in-person interviews. When he first sought guidance from Goodwill, he was juggling part-time responsibilities as an administrative assistant on his father's avocado farm in Homestead. Though he enjoyed working alongside his family, he felt that it was time to pursue a position in his field of expertise, IT, where he holds a degree in systems and information technology. The Goodwill staff worked closely with Joshua to develop a plan to help him tackle interviews. Joshua actively participated in mock interviews, job coaching, and engaged in weekly training sessions to enhance his speech skills and boost his confidence.

Eventually, Joshua's commitment and perseverance secured him a role as a labor worker at Austin Technologies in Homestead, FL. In this position, Joshua is able to leverage his IT knowledge and work closely with upper management to contribute to the overall success of the company. Today, Joshua feels empowered by his possibilities, finding fulfillment in his chosen career path. Joshua stands as a compelling testament to the profound impact Goodwill has on individuals with disabilities, proving that they can not only land their dream roles, but thrive in them.

Carine Lundi



Courtesy of Sharon Socol Photos: Pedro Wazzan & Diana Espin

Refusing to let her intellectual disability define her, 44-year-old Carine Lundi took charge of her employment journey. In 2005, she joined Goodwill Industries Supported Employment for job coaching and development. Beginning as a custodian at a local office building, Carine's determination saw her through various roles – store associate, lobby attendant, merchandise organizer – as she sought the perfect match for her skills, abilities, and long-term goals.

Eventually, her search led her to a center for elderly care, where Carine found her passion working in the restaurant and connecting with residents. Recognizing her potential, she worked diligently, eventually overseeing the restaurant's operations.

Carine's ambitions didn't stop there. Acknowledging her skills in the elderly residence, she pursued a Program for Home Health Aid to expand her knowledge and provide enhanced support for the residents she served.

Currently on track to become a trusted caregiver at the residence, Carine embraces what she loves most – helping others and offering compassionate support to those in need. Her story highlights the crucial role of empowering individuals with disabilities, equipping them with the resources necessary to discover their talents, abilities, and passions so they can lead fulfilling careers and even more meaningful lives.

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.

John Joseph Leonard



Fifty-six-year-old John Joseph Leonard found himself confronted with numerous employment challenges, both mental and physical, upon relocating to Florida following the loss of his parents. John turned to Goodwill for vocational support. At the time of referral, he grappled with hurdles like limited social skills, intellectual barriers, task management difficulties, and frustration issues.

Responding to his unique needs, Goodwill developed a customized training program for John, incorporating daily training, counseling, and comprehensive support. Remarkably, within just six months, he secured a custodial position at Goodwill's main plant.

Today, John stands as a shining example of dedication and growth, as described by his supervisors and colleagues. They portray him as a punctual, responsible, and motivated individual who consistently seeks opportunities for personal and professional development. His journey vividly attests to Goodwill's mission of empowering individuals through tailored support and training, showcasing the meaningful integration of individuals into the community, even in the face of multiple disabilities.

Courtesy of Sharon Socol Photos: Pedro Wazzan & Diana Espin

John Jerry Volmy



Meet John Jerry Volmy, a resilient 32-year-old immigrant from Haiti. His connection with Goodwill began at a hiring event, where his potential caught the eye of our staff, leading to a referral for placement services. John, the youngest among eight siblings, came to America with the goal of not just supporting his family but also building a promising future for himself. Despite grappling with language barriers, his determination to secure employment shone through.

Recognizing John's skills, Goodwill identified a promising opportunity for him at a local restaurant. During the interview, the restaurant's district manager, impressed by his capabilities, hired him on the spot, confident in his potential for growth within the company.

In just a few weeks, John not only excelled in his role but also showcased the potential for advancement, setting his sights on transitioning to the front of the business as a cashier.

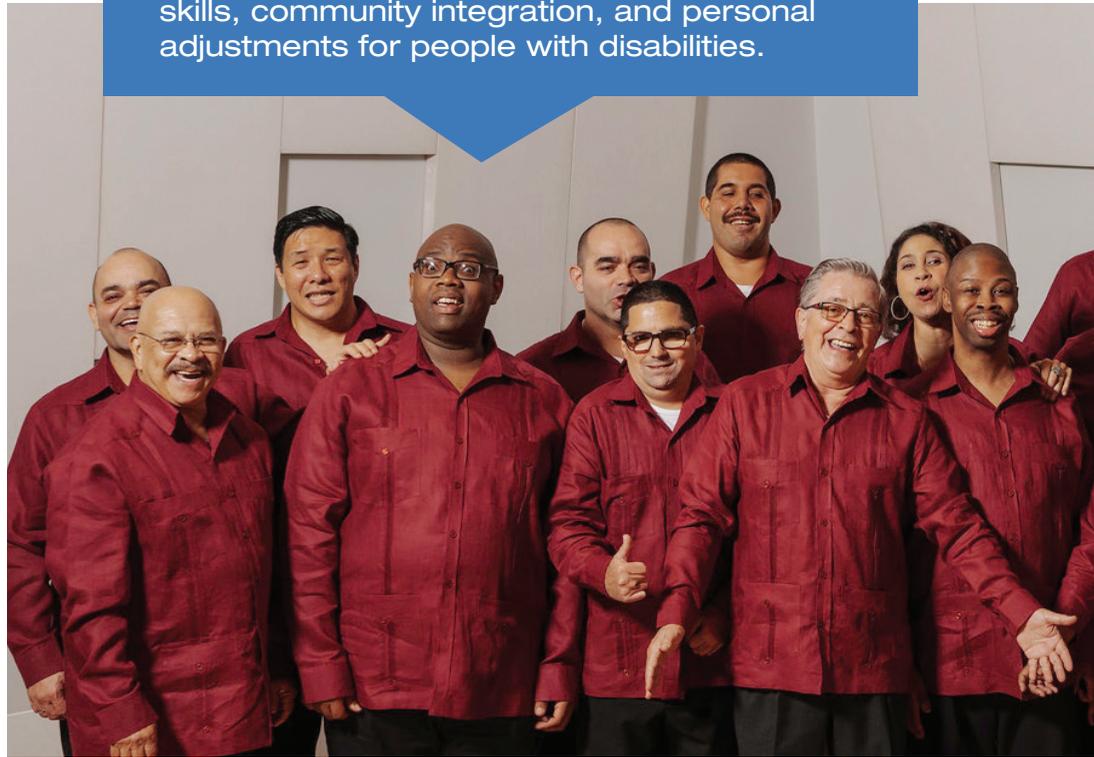
Today, John continues to lay the groundwork for his future, unwavering in his dream of achieving financial mobility, enrolling in school, and supporting his family in Haiti. John's journey stands as a testament of the effectiveness of Goodwill's community employment services, which play a crucial role in helping individuals overcome initial barriers to employment. These services connect people with opportunities that not only foster professional growth but also contribute to financial independence and personal fulfillment.

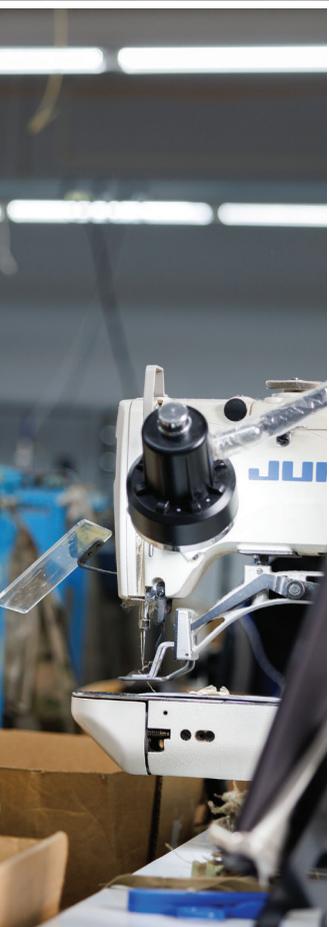
Courtesy of Sharon Socol Photos: Pedro Wazzan & Diana Espin

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 over 5,681 units of service. 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 & Goodwillfinds.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 & E-Commerce

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.

2023 Officers

Julie Greiner Weiser
Chair, Retired Macy's Executive

Barbara L. Shrut
Past Chair, SLB Advisors

Michael L. Burnstine
Chair, Business Services
Vice President Lockton Companies, LLC

Allison P. Shipley
Treasurer,
Retired Principal, PwC

Ruth V. Brophy
Chair, Cybersecurity & Technology
Senior Advisor H.I.G. Capital, L.L.C.

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

Kimrey Newlin
Secretary, Senior Vice President
TD Bank, NA

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



Jocelyne Moussavou
Vice President,
Service Contracts

2023 Directors

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

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

Avery A. Dial
Partner & Co-Chair
Kuafman Dolowich

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

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

Naomi Nixon
Founder, NDN Advisors

Trustees

William Beames
Retired Executive

Mark Burstein
Vice President, Strategic Accounts

Joseph P. Lacher
Retired Executive

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

Jorge A. Fernandez-Ceballos
Retired Executive

Wifredo Gort
Retired Executive

Sherrill W. Hudson
Retired Executive

Rudy Kranys
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



Mark Marchioli
Vice President,
Business Development



Brett Bartschi
Vice President,
Donated Goods



Eduardo Dominguez
Vice President,
Apparel Manufacturing



Joe Hornstein
Vice President,
Philanthropy

Thank You

President Circle

Hope \$500,000+

Badia Spices, Inc.

Dignity \$250,000-\$499,999

United Way Miami

Opportunity \$100,000-\$249,999

Ryder Charitable Foundation

Patron's Circle

Independence \$25,000-\$99,999

Jayne & Leonard Abess, The Leonard
L. & Bertha U. Abess Foundation
The Batchelor Foundation
Community Foundation of Broward
Julie Greiner Weiser &
Michael Weiser
Frank & Lillian Michel Crut

Purpose \$10,000-\$24,999

Nancy & Barry Altman
Bilzin Sumberg
Broward College
Michael & Kara Burnstine
The Cobb Family Foundation
Sherrill W. Hudson Family
Charles M. & Gayle Rosenberg
Edward Manno Shumsky &
Susan D. Kronick
Santander Bank, N.A.
Marsha Soffer; The Fine &
Greenwald Foundation
Samuel E. & Mary W. Thatcher
Foundation, Inc.
Wells Fargo Bank, N.A.

Impact \$5,000-\$9,999

A1 American f/k/a American
Associated Companies
AvidXchange, Inc.
Peter L. & Kerrin Bermont
Ruth V. Brophy
City National Bank
Avery A. Dial

Michael & Wendy Elkin
Tomas P. & Sandra Erban
Rosary P. & Luis Falero
Michael & Paula Fay
Galleria Farms
Sophia Galvin
Heather Gatley
Edward S. Goodman & Gina M. Fuzy
David A. & Anoly Landsberg
Danet Linares & Matthew Haggman
Kaufman Rossin & Co.
Milner, Inc
George L. & Dalila Pita
Kimrey & Estella Newlin
Naomi Nixon & Gregory Andris
Reed Smith LLP
Lynda Richards
Allison P. Shipley
Scott Morris Weiser Family Foundation
Barbara L. Shrut & Steven Gretenstein
Irma Solares Esq.
Luis Suarez
TD Bank
TenCate Protective Fabrics

Friend's Circle Up to \$4,999

ADP, LLC
Adam Reiss
Adrian & Ken Dubow
Aine Dinero
Aleida Martinez-Molina
Alex Devid
Alina Cuesta
Alvis Brown
Amazon Smile
American National Bank
Andre Chammas
Andrew Seaga
Angelica Gomez
Anne Bodnar
Anne Boley
Anne Manning
Antonio Arserio
Ariane Ladd
Astrid Pulgarín
Aurelia Gebauer
Bank of America
Barbara L. Romani Carroll
BDO
Brett Bartschi
Brian Donovan
Bruce Marmar
Carlos E. Fernandez
Carlton Fields
Carolyn Donaldson
CCS Fundraising
Charles Roach
Cindy McCall & William Talbert
Claudia Morales
Community Foundation of
Greater Des Moines
Constangy, Brooks, Smith &
Prophete, LLP
Craig Milan
Cuqui Perez
Daniel Cardenas
David & Loretta Schwab
David A. Tapias
David Benson

David Cardosi
Deborah & Michael Otner
Deborah Hoffman
Diane M. Barrett
Donald H. Rubin &
Olympia Martyn
Eileen Mehta
Elena Carpenter &
Michael Smith
Elliot Basner
Emily Berlin
Eric Tullberg
Felipe Godoy / RingByName
Florence Miner
France-Marie & Sheldon Jordan
Francine Nejame
Friend Anonymous
Gallagher Basset Services, Inc.
Galloway Office Supply
Genovev Mendoza
Gonzalo De Quesada &
Linda DeMartino
Grateful Foundation
Gussie Ragin
Hector Guerra
Heidi Garwood &
Stuart Horowitz
Jacob Hanna
Janelle Myers
Janice A. Pacheco
Javier Betancourt
Jay Lazar
Jeanette Stone
Jelani Karamoko
Jennifer Brooks
Jenny Martinez
Jerome Levitt
Jilann Sneider
Jill & Neil Berman
Joan N. Fleischman
Joaquin Trias, Jr.
Johanna Rousseaux
John Lunson
John T. Houchin &
Michele R. Laine
Jorge & Elena Fernandez
Ceballos

Jorge Javier Pena
Jorge Najera
Joseph Flynn
Joseph H. Hornstein
Juan Carbonell
Julie Waas
Kamisha Coats
Karla Kannan
Kathy Kramer
Ken & Jeannine Oates
Kerry Firth & Robert Ard
Kurt McKinley
Laura & Daniel Koffsky
Laurie A. Cogar
Laurene Gandolfo
Lee & Diane Sandler
Leon Korol, Inc.
Linna Lee
Loretta Ciraldo
Lourdes de la Mata-Little
Luc Nguyen
Luis Freyre
Manny Penate
Manuel Becerra
Marcia E. Montero
Maria A. Rodriguez
Marian Alperstein
Marile Lopez
Mark B. Rosenberg
Mark Marchioli
Mary B. De Laosa
Mary Ryan
Mauricio Hernandez
Melinda Mergelsberg
Melissa Usma
Michael Bernstein
Michael Tobin
Miguel A. Gomez
Miladis Marichal
Monica Dorcinville
Monica McKenna
Morgan Roberts
Morrie Siegel
Nancy Gillespie
Nancy Pobiones Gonzalez
Natalia Crujeiras

Nikka Copeland
Office Furniture Warehouse Miami
Patricia Seitz & Alan Greer
Physicians Health Center
PNC Bank
Rafael Azan
Randy Rowan
Rebecca Resende
Regions Bank
Ricardo Echeverria
Richard & Barbara Souviron
Robert & Nancy Frehling
Robert Bragdon
Rudolph H. Fellman
Saint Louis Catholic Church
Sam Chesser
Samuel Mozes
Sandra Goodman
Scopolitis Garvin Light
Hanson & Feary
Shareka Smith
Smilka Melgoza
Steiner-Atlantic, LLC
Streamline Solutions
Susie Benbow
Suzanne Delehanty
Tags Labels Printing
Tamara Nixon
Tammy Klein
Tanya Jacobson
Tarsha Turner
Teresa R. Bult
Terri Mason
The Chicago Community Foundation
The Kirk Foundation
Timothy Noonan
Tingue
Trudy Lackey Carrodegus
UNIX-Christeys
Vancy Souryavong
Visit Films
Wendy Squire
Westside Capital Group
Wilfrido Jose
Wolfgang Pinther

Goodwill Giving Circles & Societies



A gift in support of Goodwill’s mission holds as much significance in 2024 as it did in 1959 when **Roy Perry, Leonard Abess,** and **James Ryder** founded Goodwill Industries of South Florida. To commemorate our historic 65th Anniversary, our Office of Philanthropy has revitalized our Goodwill Giving Circle and Societies to foster closer connections between our esteemed donors and the individuals with disabilities whom their generous contributions have assisted.

Our revamped Goodwill Giving Circle now features the President’s, Patron’s, and Friend’s

circles and unveils new giving societies honoring lifetime donors, those who have given over consecutive years, planned giving philanthropy, and a society tailored around young professionals.

We cordially invite you to become a part of our Goodwill Giving Circle—a distinguished group of people who choose to provide hope, opportunity, and a sense of belonging to individuals with disabilities and other barriers, empowering them to become integral members of our community.

Goodwill Giving Circles

President’s Circle	Hope	\$500,000+
	Dignity	\$250,000 - \$499,999
	Opportunity	\$100,000 - \$249,000
Patron’s Circle	Independence	\$25,000 - \$99,999
	Purpose	\$10,000 - \$24,000
	Impact	\$5,000 - \$9,999
Friend’s Circle		Up to \$4,999



Goodwill Giving Circle Societies

Founder’s Society	Lifetime giving of \$1 million or more.
Legacy Society	Estate and Planned Gifts.
Trailblazer Society	Donors with 5 consecutive years of giving.
Good Future Society	Young professionals (ages 21-39) who make a \$1,000+ annual gift.

Scan the QR code to learn more about the Goodwill Giving Circle and ways to give.



Scan code to donate online:



Thank You!

To our Corporate Sponsorship & Community Partners

President's Circle



Patron's Circle



AbilityOne | ADP, LLC | Agency for Persons with Disabilities | Agency for Health Care Administration
American National Bank | AvidXchange, Inc. | Center for Autism and Related Disabilities
Chapman Partnership | Church World Service | Division of Vocational Rehabilitation
Deerfield Beach Community Cares | Douglas Gardens CMHC | Florida Department of Corrections
Florida International University | Florida Medicaid | Grateful Foundation | H.A.N.D.Y. Inc.
Leon Korol, Inc. | Legal Services of Greater Miami, Inc. | MDCPS | McFatter Technical College
Office Furniture Warehouse Miami | The Advocacy Network on Disabilities | Respect of Florida
St. Louis Catholic Church | Streamline Solutions | Tags Labels Printing
Thatcher Foundation | TINGUE | UNX-Christeys | Vistar | Veteran Health Administration (VHA)

Craft Your Look Gala

NOV. 9, 2024

SPONSORSHIP OPPORTUNITY

In celebration of our 65th Anniversary, Goodwill South Florida will host its fundraising gala, “Craft Your Look” - an evening of Good Music, Good Fashion and Goodwill.



Objective:

The objective of this event is to create awareness, further engage the community by getting to know each other, and fundraising to support our mission of training, employment and job placement for people with disabilities and other barriers to work.

\$50,000 Diamond Sponsor

\$25,000 Platinum Sponsor

\$15,000 Gold Sponsor

\$10,000 Silver Sponsor

\$6,500 Bronze Sponsor



For more information on sponsorship opportunities and event details please scan the QR code:



Goodwill Financials

STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2023

REVENUES AND SUPPORT:

Donated goods sales, net of sales discount	87,251,578
Apparel manufacturing	51,073,618
Custodial contracts	13,563,007
Business services	10,384,175
Laundry services	13,821,254
Mission services	2,139,540
Contributions	1,049,338
United Way allocation	333,079
Miscellaneous income	1,533,425
TOTAL REVENUES AND SUPPORT	\$ 181,149,014

EXPENSES:

Donated goods sales, net of sales discount	71,318,959
Apparel manufacturing	59,060,180
Custodial contracts	10,899,507
Business services	7,313,200
Laundry services	14,556,012
Mission services	5,693,927
Management and general	9,021,456
Fundraising	442,243
TOTAL PROGRAM SERVICES AND EXPENSES	\$ 178,305,484

INCREASE IN NET ASSETS

\$ 2,843,530

STATEMENT OF FINANCIAL POSITION

December 31, 2023

ASSETS

Cash and cash equivalents	7,164,293
Accounts and other receivables, net	18,121,533
Inventories, net	22,763,566
Prepaid expenses and other assets, net	3,437,362
Investments	5,266,155
Property and equipment, net	35,017,961
Right-of-use assets, net	44,494,569
TOTAL ASSETS	136,265,439

LIABILITIES AND NET ASSETS

Accounts payable	12,743,692
Accrued expenses and other liabilities	17,033,840
Mortgages and notes payable, net	10,009,831
Lease liabilities, net	49,359,088
TOTAL LIABILITIES	89,146,451

NET ASSETS

Without donor restrictions	47,118,988
TOTAL LIABILITIES AND NET ASSETS	136,265,439

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 the following nationally recognized accreditation organizations.

CARF – Community Employment Services

Employment Support 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.

AbilityOne

PROGRAM



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

Goodwill salutes the AbilityOne Commission, Respect Florida, SourceAmerica, and our Federal and state 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.



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

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

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

E-Commerce / 3PL Facility: 1682 N.W. 215th Street
Miami Gardens, FL 33056

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



    : @GoodwillSFL goodwillsouthflorida.org