



2024 Annual Report











Goodwill South Florida Miami Hiring Event



CareerSource Broward - Job Fair

Goodwill South Florida Broward Hiring Event

# **Chair & President Letter**

## Rediscover Goodwill South Florida



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



**Julie Greiner Weiser** Chair, Board of Directors Goodwill South Florida

2024 was a milestone year for Goodwill South Florida. Our six operating divisions reached a record-breaking \$199 million in revenue, driven by the success of our Ryder Apparel Manufacturing business, along with significant gains in Laundry, Donated Goods, and Service Contracts. Our Philanthropy efforts also saw an impressive \$1 million increase in revenue. These businesses do more than generate cash flow—they are the foundation of our mission, creating jobs and opportunities for individuals with disabilities and other barriers to employment.

While we continue to navigate margin challenges due to rising wages and fixed contract pricing, we are proactively investing in advanced machinery and technology to drive efficiency, particularly in our Ryder Apparel Manufacturing division.

Throughout 2024, we made significant strides by:

- 1. Strengthening our leadership team. We welcomed several accomplished leaders—Raisa Ciobanu, Karen Lithgow, Michael Piasentini, and Viviana Santisteban—who bring valuable expertise to drive our continued growth.
- 2. Launching our first capital campaign, Champions of Goodwill: Changing Lives Through the Power of Work. This transformative three-year initiative will expand our services, impact more lives, and grow our skilled workforce to meet the evolving needs of our community. We are deeply grateful to our donors for their generous support.
- 3. Enhancing our operations and infrastructure. We implemented a new point of sale system to improve efficiency, enhance customer experience, and maximize revenue potential. We also laid the groundwork for a modernized human resources

information system to streamline processes across our 35 stores and support thousands of employees.

- 4. Celebrating 65 years of impact at our sold-out Craft Your Look Gala: Rediscovering Goodwill South Florida. Guests were treated to an unforgettable evening featuring a signature fashion show, a moving performance by The Spirit of Goodwill Band, and a curated celebrity chef menu. A heartfelt thank you to our top sponsors—Badia Spices, Ryder, Bacardi, Southern Glazer's Wine & Spirits, Julie Greiner Weiser & Michael Weiser, Bermont Gold, and City National Bank—for their unwavering support.
- 5. Expanding workforce development with our new Vocational Academy. Through our Mission Services division, we are equipping individuals with specialized job skills. This year, we launched a Construction Workforce Lab in partnership with the Moss Family Foundation, providing high-demand training in construction and commercial solar installation.
- 6. Strengthening our board with the addition of two outstanding new members, Lisa Kauffman and Joe Zubizaretta. Their expertise will help guide us as we continue to grow and evolve as a complex social enterprise.

At Goodwill South Florida, we are proud that 95% of our funding directly supports recruiting, training, paying, and providing benefits for our employees with disabilities and other barriers to employment.

To our supporters—you are the driving force behind our impact. Your generosity fuels change, creates opportunities, and strengthens our community. With your continued partnership, we will do even more.

With gratitude,

Julie Greiner Weiser and David Landsberg

# **Fulfilling our Mission**

# **Providing Jobs and Training**



At Goodwill South Florida, our mission is to train, employ, and empower individuals with disabilities and other barriers to work—creating opportunities for independence, dignity, and success.

# Points of pride

Employer of People with Disabilities and Barriers to Work in Florida

7,48

People Served Annually

Largest Employer in South Florida

95%

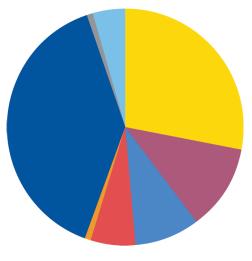
Of Expenses Go Directly Toward **Funding Programs**  3,000

**Employees** and Trainees

80%

**Employees and Trainees** Have Disabilities or Barriers to Work





**Total: 11,060** 

Training, Learning and Development

**Prospects** 

Career and Skills Center

Employed at Goodwill while receiving traning & services

Business Services Center (Placement)

Support to People with Barriers to **Employment** 

Programs for Developmentally Disabled

Supported Employment through APD & Medwaiver

4,313

3,104

1,311

964

681

468

111

108

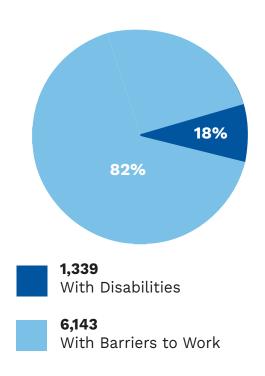
# **Serving Those Most in Need**

# Community Impact on Finding Work

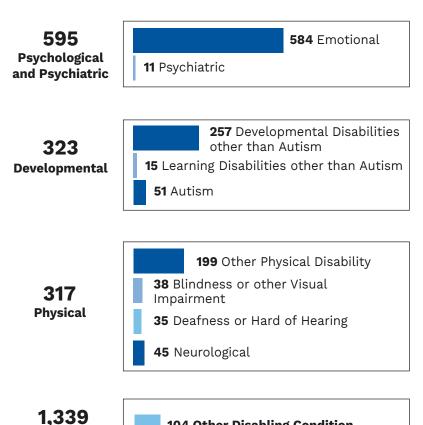
#### **Mission Services Impact**

Total Services Provided	Trai	ning & Upskilling Sessions	Hiring Events Hosted	
11,060		4,160	973 Attendees	
People Served	Peop	ole Placed in Goodwill Jobs		
7,482	525		60+ Employers	
People Placed under The Opportunity Accelerator Program (Internal and External)  161		Virtual Trainings Provided	Job Readiness - Soft Skills	
		1,537	534	
		1,331	334	

#### **2024 Mission Services People Served**



#### **Disabilities Served**



**104 Other Disabling Condition** 

4 **GWSFL Annual Report 2024** 

Reported

# New Initiatives in Sustainability.

How Goodwill Supports Corporate Partner



# 58 Million

Pounds of Waste Diverted From South Florida Landfills Annually.

Your donations keep valuable goods out of landfills, reduce waste, and create opportunities for people in need.

Find a donation center. Scan the QR code



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# **New Initiatives in Sustainability** How Goodwill Supports Corporate Partners

- Successfully launched a hospitality mattress recycling program in South Florida with WM, Norwegian Cruise Lines, and Carnival Cruise Lines recycling over 1,000 mattresses from onboard cruise ships in the first year.
- Through our partnership with Osomtex, we are working to divert textile waste from Global South landfills and support local textile recyclers who are also making a difference.
- Goodwill South Florida is leading the national conversation with recycling polyester textiles at scale in collaboration with ReJu, a multinational textile recycling company, and WM, the largest waste collector in North America. These efforts will redefine our stewardship of donated textiles.



#### **Our Partners**







# **Social Enterprise**

## Six Businesses that Fuel Our Mission



#### **Retail & Donated Goods**

35 stores and 50+ donation centers fund job training and employment while promoting sustainability by giving items a second life.



For over 35 years, Ryder Apparel has manufactured high-quality uniforms and gear for the U.S. Army, Defense Logistics Agency, and private-sector partners, employing 865 individuals.



#### **Service Contracts**

We provide services for the Federal Government comprised of GSA, US Army, US Coast Guard and US Air Force. We employ 250 individuals of whom 160 are disabled and serve Miami Dade County through our contract with Respect of Florida.



#### **Laundry Services**

Our facility processes 40 million pounds of linen annually through eco-friendly, energy-efficient operations, serving hospitals, healthcare facilities, local government and businesses.



#### **E-Commerce**

Our online stores, ShopGoodwill.com and GoodwillFinds.com, extend our mission beyond physical locations, offering a curated selection of unique treasures, fashion, home goods, and more—shipped directly to you.



#### **3rd Party Logistics**

We offer warehousing, distribution, kitting, and packaging solutions while supporting businesses with cost-effective supply chain management and sustainability initiatives.



# **Retail & Donated Goods**

# **Turning Donations into Jobs**

#### **Retail Growth**

Goodwill South Florida recorded the highest number of donations in the organization's history, with over 1.5 million donations (58 million lbs.)

The retail division continued its overall growth trajectory with close to \$90 million in sales to fund our mission.

- New Point of Sale system was implemented to improve efficiency and better serve our customers.
- Increased donations through the expansion of trailers and a strong partnership with Publix.



# **E-Commerce**

# Expanding Our Reach Online

Our e-commerce expansion and technology-driven solutions strengthen our ability to serve more people while making shopping and donating easier than ever.

#### **E-Commerce Expansion**

+20% YoY Growth



- \* SHOPGOODWILL Bid on unique treasures, collectibles, and high-value donations while supporting our mission.
- GoodwillFinds Curated selections of fashion, home goods, and more, shipped directly to you.

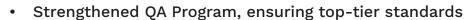
# **Ryder Apparel Manufacturing**

# Efficiency & Excellence

Goodwill South Florida's Ryder Apparel Manufacturing Division produces over 1,000,000 apparel and textile items each year for commercial and military clients.

#### **Innovation & Impact**

- Through automation and innovation, reduced throughput time from 72 to 8 hours & productivity increased by 25%
- Reduced workers' compensation claims by 44% and cut average claim costs by 69% through training, automation, and risk prevention.



Maintained 95%+ On-Time Delivery Rate



#### Goodwill South Florida AbilityOne Footprint: AbilityOne



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.

- The AbilityOne Program generates \$2.66 for the federal government for every dollar spent on the program.
- Goodwill affords AbilityOne 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 that truly employ people with significant disabilities. Abilityone.gov

#### SourceAmerica.

America's community-based nonprofits constantly fight for a more inclusive workplace. These well-managed nonprofits are dedicated to training and employing workers with significant disabilities, and SourceAmerica provides resources to support them in their mission. By joining the SourceAmerica network, our nonprofit partners are able to compete for contracts held by government and commercial customers.

Sourceamerica.org

#### **Our Customers**















# **Service Contracts**

# **Providing High Quality Services**

Our Service Contracts Division is dedicated to providing high-quality services while creating meaningful employment opportunities for individuals with disabilities and barriers to work.

#### **Key Achievements**

5.5M	Square feet of space cleaned nightly servicing 5 counties.
3K+	Hours of training delivered across <b>29</b> specialized modules to upskill employees.
27	Program participants hired after screening <b>150+</b> candidates in partnership with Mission Services.
26	Respect of Florida accounts were renewed for 10 years with Miami-Dade County, securing part of an <b>\$80 Million</b> fiscal impact.
19	Support staff were added to enhance efficiency and service delivery.
4	Opened four new commercial cleaning accounts, expanding service reach.





Louvency Evariste & Noemi Castro were recognized as Outstanding Employees by Respect of Florida, receiving commemorative awards at a statewide ceremony

Left to right: Jocelyne Moussavou, Louvency Evariste, Noemi Castro, Nancy Dovale and Gines Olivares.

#### **Our Customers**















# **3rd Party Logistics**

# Solutions Inside and Outside the Box

From packing and shipping to warehousing and auditing, we are able to offer customized and cost-effective solutions to fit your specific business needs.

- In 2024, the 3PL Division received and shipped out a combined 10,789 pallets for our customers. The team managed over 600,000 individual units in inventory while successfully fulfilling 130,429 customer orders.
- Our talented team packed over 1.1 million spice products supporting our Badia partner, meeting our customer's growing demand and providing jobs for people with disabilities and other barriers to employment.

# **Laundry Services**

**Extensive Laundry Facility** 



**40 Million** 

Plus pounds of linen processed annual capacity for hospitals & healthcare facilities.

10.6 Million

Gallons of water saved per year through advanced conservation systems.

150+

Jobs provided for individuals with disabilities, fostering economic empowerment.

Disaster-ready facility equipped with backup generators ensures uninterrupted service.

#### **Our Customers**





# **Commitment to Excellence**

### **Our Trusted Accreditations**

For over 60 years, Goodwill South Florida has earned accreditations from the most respected agencies, ensuring our programs and services meet the highest industry standards. These certifications reflect our commitment to quality, transparency, and accountability in everything we do.



**CARF - The Commission on Accreditation of Rehabilitation Facilities** Ensures Vocational Rehabilitation Programs meet the highest quality standards.



#### **Qlarant - Agency for Healthcare Administration**

Confirms Developmental Disabilities Services provide ethical, top-tier care.



#### **COE - Council on Occupational Education Committee**

Validates Vocational & Adult Education Programs for workforce training.



#### ISO 9001:2015

Certified for manufacturing excellence in military uniforms & textile goods.



#### **HLAC - Healthcare Laundry Accreditation Council**

Ensures infection control compliance for laundry services.



#### **CIMS Certified - Cleaning Industry Management Standards**

A comprehensive certification for quality-driven building service contractors and in-house cleaning organizations that strive to maintain hygienic environments for the benefit of building occupants.

These accreditations are more than recognitions—they are a promise. A promise to uphold the highest standards, to create opportunities, and to transform lives. At Goodwill South Florida, we don't just meet industry standards—we set them.

# **Celebrating Success**

## Achiever of the Year - Claire West



"Despite everything, I never lost hope in rebuilding my future." – *Claire West* 

Claire West, 61, has called South Florida home for over 25 years. Originally from Jamaica, Claire holds a Bachelor of Science in Nursing Administration and a Master's in Business Administration. Despite having these degrees, she found herself facing extreme hardships, including homelessness and an undocumented history of epilepsy and seizures.

When Claire first visited Goodwill South Florida's Ft. Lauderdale headquarters, she lived in her car, struggling to find stability after a difficult divorce that left her in financial distress. She enrolled in the Mission Services' Career and Skills Center program, connecting with a Career Navigator.

Despite her circumstances, Claire demonstrated unwavering perseverance, showing up to all scheduled appointments at local libraries and actively engaging in her job search. Claire clarified that she would take any hospital job to regain financial independence despite her advanced education and previous experience as a Medical Equipment Technician Supervisor and a Health and Wellness Coach.

On July 15, 2024, Claire's dedication paid off when she secured a full-time overnight position as an Environmental Technician at HCA Florida Northwest Hospital in Margate, earning \$15.00 per hour plus benefits. This was a significant step toward rebuilding her life. Claire stabilized her emotional well-being and hoped to gain access to affordable housing. Her long-term hope is to eventually transition into a role that aligns more closely with her educational background and prior experience.

Claire's story is one of immense courage and determination. Despite living in her car, battling emotional struggles, and facing employment barriers, she never lost sight of becoming financially independent.

# **Celebrating Success**

## Achiever of the Year - Jesus Rios



"Jesus is always perfect in his job. He exceeds daily production goals and is an exemplary worker." – *Elcides Fernandez*, *Supervisor* 

Jesus Rios was referred to Goodwill South Florida by the Florida Agency for Persons with Disabilities and the Medwaiver Program. He wanted to create a better future despite facing significant challenges. Diagnosed with autism and an intellectual disability, Jesus faced barriers such as difficulties with social communication, sensory sensitivities, and adapting to workplace norms. through However. unwavering determination and commitment, embraced the opportunities our Mission provided, Services programs demonstrating resilience and willingness to grow.

Jesus started in the Miami headquarters' Adult Day Training service in 2014 without prior work experience. He initially worked as a Bench Worker on various projects, including packaging cinnamon for Goodwill South Florida's Badia Spices work activities program.

Beyond professional accomplishments, Jesus has significantly developed his behavioral and social skills. Previously struggling with verbal aggression and frustration, he has become a dedicated and dependable worker. His supervisor, Elcides Fernandez, praises Jesus' work ethic. Despite working part-time, he usually exceeds his daily production goal and has never had problems with his coworkers and supervisor.

"I am immensely proud of him," said Fernandez. "Through Goodwill's Adult Day Training and Supported **Employment** Services, Jesus has received skills training. employment support, life development, and behavioral counseling. These services have enabled him to gain independence, improve communication, and enhance his quality of life. He has maintained a cheerful outlook, met and surpassed production goals, and built strong relationships with his coworkers and supervisors.

Jesus' journey reflects personal triumph and the power of opportunity and support in transforming lives. His perseverance in overcoming challenges and his commitment to personal and professional growth make him a true inspiration.

# **Celebrating Success**

Employer of the Year



## **BrandsMart** SA®

a leading retailer with 16 locations across Florida, Georgia, and Alabama, has long championed workforce inclusion and opportunity. Goodwill South Florida cultivated a strategic partnership with BrandsMart USA, ensuring that individuals facing employment barriers can access meaningful career opportunities.

BrandsMart USA attended Goodwill South Florida's hiring events at its Miami-Dade and Broward County headquarters. As a result of these hiring events, BrandsMart USA extended 25 job offers to Goodwill's participants. Nine individuals were hired across BrandsMart USA in the Sunrise, Dania Beach, and Deerfield locations, with employment opportunities across its warehouse, sales, and stock operations.

The full-time positions at BrandsMart USA started at \$13.50 per hour. with some having a commission incentive for sales. By the end of 2024, the employees remain actively employed, with three earning promotions to certified forklift drivers, a role that offers an average wage of \$16.50 per hour.

The BrandsMart USA and Goodwill South Florida partnership clearly shows how, as an employer, BrandsMart USA is deeply committed to having a community impact. This dedication to social responsibility extends to its collaboration with Goodwill South Florida, which continues to empower individuals with employment barriers, restoring dignity and financial independence.



66 Goodwill and BrandsMart have given me the opportunity to support my family in a job I love and pursue an education.

- Ricardo Meus, Employee



Goodwill South Florida proudly recognizes Oraine Rowe for exceptional advocacy at SourceAmerica's Grassroots Conference. Oraine represented our agency with excellence, showcasing the talents and potential of individuals with disabilities while promoting high-quality products crafted by our Ryder Apparel Manufacturing Division. His dedication and commitment to our mission exemplify the power of inclusion and opportunity in the workplace. Thank you, Oraine, for being a remarkable ambassador for Goodwill South Florida!

Pictured to the right is Congressman Jon C. Porter (ret), Oraine Rowe from Goodwill Industries of South Florida.



# **Champions of Goodwill**

# Changing Lives through the Power of Work

2024 was a milestone year for Goodwill South Florida, with its Office of Philanthropy leading or supporting more than \$3.3 million in private gifts and donations. The year also saw the launch of Champions of Goodwill: Changing Lives Through the Power of Work, the first capital campaign in over 35 years. This three-year initiative will expand training, job placement, and employment opportunities for individuals with disabilities and other barriers to work.

#### **Giving Highlights**

- **Ryder:** Renewed its sponsorship of the Ryder Apparel Manufacturing division through 2029 and served as a Diamond sponsor for the sold-out Craft Your Look Gala.
- **Badia Spices**: A longtime Goodwill partner, served as the Presenting sponsor of the sold-out Gala and enlisted celebrity chef Eileen Andrade to elevate the dining experience.
- **Construction Workforce Lab:** Support from the Moss Family Foundation, Wells Fargo, and the HILTI Foundation is fueling recruitment and certification in construction and solar installation.
- **STEP Forward Program:** Funded by the Children's Services Council of Broward County, this new initiative provides skill-building and career pathways for youth with disabilities to assist them as they transition out of high school.
- **Florida Blue:** A major gift from Florida Blue Foundation launched renovation plans for new Adult Day Training centers, which, when completed, will benefit 150 participants daily.
- **Spirit of Goodwill Band:** Thanks to Nancy Shrut Matczak, the Band's rehearsal room received significant upgrades in honor of her family. The TD Charitable Foundation also continued its investment in the band's technology to provide remote training for musicians with disabilities. Perry Ellis International and Oscar Feldenkreis generously outfitted the band with new uniforms.
- Craft Your Look Gala: With sponsors like Bacardi, Southern Glazer's Wine & Spirits, Bermont Gold Wealth Advisory, City National Bank, Julie Greiner Weiser & Michael Weiser, and Jayne & Leonard Abess, the net proceeds were over \$650,000.
- **Board Leadership:** The board's fundraising efforts contributed over \$1.5 million, with special recognition to Barbara Shrut, the campaign's Board Division Chair, who raised approximately \$500,000 and secured 100% commitment from the board.

With strong community support, Goodwill South Florida continues to transform lives through the power of work.









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# Goodwill South Florida Praftyour Look Gala

2024 Craft Your Look Gala











See more photos here Scan QR Code



Goodwill South Florida celebrated its 65th anniversary in style with a fashion show featuring designs from Fashion Designer Jhoan Sebastian Grey, Project Runway winner, who re-imagined donated garments into 30 original designs with the help of our talented Ryder Apparel Manufacturing seamstresses.

The award-winning Spirit of Goodwill Band performed, and South Florida celebrity Chef Eileen Andrade added culinary flair, working with Goodwill partner Badia Spices to infuse every dish on the menu with unique flavor.













# Goodwill South Florida 2024 Craft Your Look Gala Rediscovering Goodwill South Florida





















# **Our Partners**

# Thank You! To our Corporate Sponsorship & Community Partners









**Julie and Michael Weiser** 

**Jayne and Leonard Abess Foundation** 























**Charitable Foundation** 



































































# **Our Partners**

















Joseph F. Stein Family Foundation, Inc.







































































































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# **Goodwill Giving Circle**

#### **President's Circle (\$100,000 +)**

Badia Spices, Inc.;
Joseph "Pepe" Badia and Nancy Badia
Children's Service Council of Broward County
Florida Blue Foundation
Jayne and Leonard Abess Foundation
Julie and Michael Weiser
Moss Family Foundation
Ryder Charitable Foundation

# **Patron's Circle - Independence** (\$25,000 - \$99,999)

Allison P. Shipley

Antonio L. and Conchi P. Argiz Bacardi Limited Barbara Shrut and Steven Gretenstein Bermont Gold Wealth Advisory City National Bank David and Anoly Landsberg George and Dalila Pita Goodwill Industries International Irma Reboso Solares, Esq. Joe Zubizarreta Kara and Michael Burnstine Kimrey and Mariela Newlin Nancy Shrut Matczak Peter and Kerrin Bermont Ruth V. Brophy Southern Glazer's Wine and Spirits United Healthcare Services Wells Fargo Bank, N.A.

# **Patron's Circle - Purpose** (\$10,000 - \$24,999)

A1 American
AC Graphics
BDO
Bilzin Sumberg
Charles and Gayle Rosenberg
Commissioner Roberto J. Gonzalez
Danet Linares and Mathew Haggman
Edward Manno Shumsky and Susan D. Kronick
Eric Tullberg
HEICO; Victor and Lisa Mendelson
Independent Living Systems
Kaufman | Rossin
Lee Stapleton
Luis Suarez

Nancy Pobiones Gonzalez
Perry Ellis International; Oscar Feldenkreis
Rosary Plana Falero and Luis Falero
Santander Bank, N.A.
TD Bank
TD Charitable Foundation
The Fine and Greenwald Foundation;
Marsha Soffer
Timothy and Jeanette Adams
Trivest; Troy and Sissy Templeton

#### **Patron's Circle - Impact (\$5,000 - \$9,999)**

All Construction & Plumbing Baptist Health South Florida Care Resource Carlton Fields CCS Fundraising Chief Christy Weisenbach Commissioner Juan Carlos Bermudez Constangy, Brooks, Smith & Prophete LLP Coral Gables Community Foundation **DACRA** Eton Systems Heather Gatley Joseph and Suzanne Lacher Joseph F. Stein Family Foundation, Inc.; Andrew Feibus Lisa and Ron Kauffman Lynda Richards **MASSIF** Mayor Daniella Levine Cava and Robert Cava Michael and Wendy Elkin Michael and Amaris Costa **N&K Enterprises** Naomi Nixon and Greg Andris Nathan S. Brand Reed Smith LLP Roger and Margaret Starner Rudolph H. Fellman Trust Scott Morris Weiser Family Foundation Sharon and Howard Socol Sophia Galvin StevenDouglas The Cobb Family Foundation Tiffani Lee Tomas and Sandra Erban United Way Miami Weiss, Serota, Helfman, Cole, & Bierman PL

# **Goodwill Giving Circle**

#### Friend's Circle (Up to \$4,999)

Adrian and Ken Dubow

Adrian Roque

Adriana Martella Villar Aigerim Alymbekova Alan Greer and Patricia Seitz

Alberto Vargas Alex Norman Allison Smith Ana Salas Siegel Angelica Gomez Anne Boley Aptean

Arnold Amaya Avery and April Dial Ball State University Bank of America

Barbara L. Romani Carroll Barry and Judy Nelson Beber Silverstein Group

Bennett Kaplan Brett Bartschi Candice Maze Caridad Cruz Carter McDowell Catalina Estrada

Charitable Adult Rides & Services, Inc.

Charles Roach Cheryl Overton

Chicago Community Foundation

Claude Sezalory

Commissioner Kevin Marino Cabrera Commissioner Micky Steinberg

Court T. Norris Cristina Mas D. Jane Mass Daisy Bermudez Daniel Moskowitz DAP America Inc. Darrell Cunningham

David Cardosi David Karian DC Holdings Deborah Rodriguez Deborah Schleien Diana R. Valencia Diane and Lee Sandler

Diane Krieger and Bruce Kohrman

Diane M. Barrett Don Slesnick

Donald H. Rubin and Olympia Martyn

Douglas Paley Eduardo Mark Rogers Eileen Ball Mehta Elissa Vanaver Elliot Basner

Esteban Duque-Estrada

Evelyn Bliss Fernando Gomez Florence Miner Gabriella Smith Gerson Sepin

Global Sourcing Solutions

Glocecol LLC

Gonzalo De Quesada and Linda DeMartino

Grace Bracamonte Grateful Foundation

Gravie Gregg Davis Gustavo Martelo

Heidi Garwood and Stuart Horowitz

Helenemarie Blake Helluva Container, Inc. Hernan Paredes Horacio Soberon-Ferrer Impulse Solutions LLC

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Johanna Rousseaux John Barnett John Lunson John Schappert

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Waldo and Lindsay Saville Wiktoria Brodzinska

# **Directors & Trustees**

We invite you to meet the members of the Board of Directors and Trustees for Goodwill South Florida, who are the guiding force behind our community.

#### **Officers**

**Julie Greiner Weiser** Chair

**Jayne H. Abess** Emeritus

Peter L. Bermont Chair, Investment Committee

Ruth V. Brophy Chair, CyberSecurity & Technology Michael L. Burnstine Chair, Business Enterprises Committee

Rosary Plana Falero Chair, Development Committee

**Heather Gatley**Chair, Mission Services
Committee

Kimrey Newlin Treasurer **George L. Pita** Chair, Audit Committee

**Charles M. Rosenberg** Chair, Governance

Edward M. Shumsky Chair, Compensation Committee

Barbara L. Shrut Secretary

David Landsberg President & CEO

#### **Directors**

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Michael Elkin

**Tomas Erban** 

Sophia Galvin, PhD

Nancy Pobiones Gonzalez

Lisa Kauffman

**Danet Linares** 

Naomi Nixon, Esq.

**Allison Shipley** 

Irma Reboso Solares, Esq.

**Luis Suarez** 

Joe Zubizarreta

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Sherrill W. Hudson

**Rudy Kranys** 

Joseph P. Lacher

Debra D. Owens

Leslie Pantin, Jr.

Victoria E. Villalba

Dr. Wilbert "Tee" Holloway

# **Senior Leadership**



**David Landsberg**President and Chief
Executive Officer



Mauricio Hernandez
Chief Operating Officer
Business Services



Raisa Ciobanu Chief Financial Officer Financial Management



**Karen Lithgow**Chief Marketing
Officer



Darrell Cunningham
Vice President
Mission Services



Eduardo Dominguez Vice President Apparel Manufacturing



William Eckler Vice President Commercial Laundry



Angelica Gomez
Vice President
Information
Technology



Joe Hornstein Vice President Philanthropy



Mark Marchioli Vice President Business Development



Jocelyne Moussavou Vice President Service Contracts



Michael Piasentini
Vice President
Donated Goods



**Viviana Santisteban** Vice President Human Resources

# In Memory Merrett R. Stierheim | September 25, 1933 - July 7, 2024



Beloved friend, supporter, and respected board member from 2004 to 2024.

Merrett Stierheim, a dedicated member of Goodwill South Florida's Board of Directors for 20 years, leaves behind a remarkable legacy as one of South Florida's greatest public servants. His profound contributions to civic administration and his decades of advocacy for individuals with disabilities have made a lasting impact on our community.

We extend our heartfelt appreciation to his loving wife of 41 years, Judy, and their daughters: Laurey Stierheim Trailer, Cathryn Stierheim Sarnago, Mia Stierheim, and Paula Stierheim Fay. He is also survived by his nine grandchildren and seven great-grandchildren.

# Financials STATEMENT OF ACTIVITIES For the Year Ended December 31, 2024

#### **REVENUES AND SUPPORT:**

Donated goods sales, net of sales discount	88,750,484
Apparel manufacturing	55,972,665
Custodial contracts	14,300,348
Business services	8,779,206
Laundry services	15,670,186
Mission services	1,806,507
Contributions	1,898,796
United Way allocation	355,840
Miscellaneous income	11,580,081

#### **TOTAL REVENUES AND SUPPORT** \$199,114,113

#### **EXPENSES:**

Donated goods sales, net of sales discount	71,468,824
Apparel manufacturing	57,468,716
Custodial contracts	11,722,606
Business services	4,670,857
Laundry services	15,091,037
Mission services	5,696,699
Management and general	18,465,259
Fundraising	1,012,969

#### **TOTAL PROGRAM SERVICES AND EXPENSES** \$185,596,967

\$13,517,146 INCREASE IN NET ASSETS

#### STATEMENT OF FINANCIAL POSITION **December 31, 2023**

#### **ASSETS**

Cash and cash equivalents	8,462,974
Accounts and other receivables, net	9,148,581
Inventories, net	11,156,593
Prepaid expenses and other assets	4,103,340
Investments at fair value	5,853,921
Property and equipment, net	47,220,230
Right-of-use assets, net	36,129,822

#### \$122,075,461 **TOTAL ASSETS**

#### **LIABILITIES AND NET ASSETS**

Accounts payable	9,120,640
Accrued expenses and other liabilities	6,461,580
Mortgages and notes payable, net	8,290,351
Lease liabilites, net	40,425,482

#### **TOTAL LIABILITIES** \$64,298,053

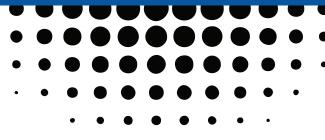
#### **NET ASSETS**

Without donor restrictions	57,777,408
TOTAL LIABILITIES AND NET ASSETS	\$122.075.461





# Changing Lives Through the Power of Work



Every day, individuals with disabilities and employment barriers walk through Goodwill's doors in search of one thing—an opportunity. With your support, we don't just give them jobs. We give them dignity, self-sufficiency, and a future. Together, we

don't just change lives—we transform them.

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Join us in making an impact.

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# You can help us make a difference. Join us.





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