



2014 Annual Report



WELCOME FROM THE PRESIDENT & CEO

Dear Friends,

At Goodwill of Southern Nevada, “changing lives through the power of work” is our vision. I’d like to take this moment to remind you just how life-changing job training and placement services can be.

Imagine you are a single mother with no job. You are struggling to make rent, to pay for school clothes, to put food on the table for your child. No matter how many resumes you fill out, you are never called in for an interview. Imagine how discouraging and frustrating the process becomes. You become depressed... you feel as if you have no options. This is the reality many Nevadans face daily.

Now imagine you decide to check out Goodwill’s Career Connections job center. There are friendly people there who help you create an email address on a computer; they cheer you on as you fill out online applications for open positions and they tell you there is a resume workshop class happening that day and you attend. In that resume class, you not only learn how to improve your resume, you leave the class with an actual completed resume on a flash drive - and guess what? You can print as many copies as you want at Career Connections.

A short time later you receive a call for an interview. The dedicated Goodwill team sets up a one-on-one mock interview training so that you can feel confident. They also provide you with Goodwill shopping cards to purchase an interview outfit, and gas cards to ease the burden of driving there. After your interview, a Goodwill Team Member calls you to see how it went.

A few days later you receive a call; you are hired! With those two words, your life is changed forever; you no longer worry about how your children will eat, how you will keep a roof over their heads. You can save up for a family vacation, you can sign your child up for after school sports, and so much more. You now see a bright future and it’s all because of getting a job!

This story is not unique, and it is only a small example of the diverse population we have the privilege to serve through our various services: Career Connections, Veteran Integration Program, ELITE Youth Program, Community Based Training or Volunteer Services.

We know that none of these services would be possible without you, the people and organizations supporting us by donating your goods, by shopping in our stores, and by funding our programs through individual cash donations, or through grants and corporate gifts.

On behalf of our Goodwill Board of Directors, our Team Members and the people we have the privilege to serve, thank you for your commitment and support for our Goodwill.

Peace,



Steve Chartrand



OUR MISSION

To educate, train and employ people with disabilities and other special needs to help them maximize the quality of their life.

OUR CORE VALUES

- ▶ People are our strength and we treat them with dignity and courtesy at all times.
- ▶ We exceed our customers' expectations.
- ▶ We measure ourselves only against the best.
- ▶ We do what we say we will do every time.
- ▶ We embrace innovation.
- ▶ We are a team.

OUR MISSION SERVICES

Career Connections Job Centers:

Goodwill's Career Connections Job Centers provide free computer stations, Internet access, copier, fax and phone services for the purpose of securing a job. At the centers, Career Specialists provide workshops covering a variety of topics such as interview skills or dressing for success; one-on-one career counseling and resume help; and assistance with work cards, bus passes, clothing vouchers, vocational training and other supportive services when appropriate.

Our over 700 Partner Employers can take advantage of free services such as pre-screening of job candidates and on-site hiring events and job fairs. Our job seekers can take advantage of our connections and career matching to these employers.

View Career Connections Program Participant Marcus Mendez' Success Story here:

<https://www.youtube.com/watch?v=FJa8wqowzGM>

Veteran Integration Program:

This program provides holistic and coordinated job training and employment services tailored to the unique needs of veterans, military and their families. Goodwill placed 303 veterans into jobs in Southern Nevada in 2014.

In 2012, Goodwill was chosen, via a vigorous application process, to receive a grant of \$350,000 from Nevada Women's Philanthropy, allowing the creation of Goodwill's Veteran Integration Program (VIP). In 2014, Bank of America continued that legacy by awarding the program with a \$200,000 Neighborhood Builder Grant.

One of the unique elements of VIP is that veterans enrolled in the program receive job services from a Goodwill Team Member who is also a veteran. This peer to peer assistance allows for shared empathy and experience, resulting in a higher success rate for veteran job seekers in not only finding, but maintaining employment.

View Veteran Cristana Alfonso-Zea's Success Story here: <https://www.youtube.com/watch?v=SBppXQyPCSo>



OUR MISSION SERVICES

Community Based Training:

A partnership between Goodwill of Southern Nevada, The State of Nevada Bureau of Vocational Rehabilitation (BVR) and The Veterans Administration (VA), our Community Based Training Program uses real work environments to assess specific work skills that participants with disabilities currently possess, as well as offer training for the development of new skills necessary for successful employment. All participants are referred to this program through either the BVR or VA.

There are 3 different types of Community Based Training:

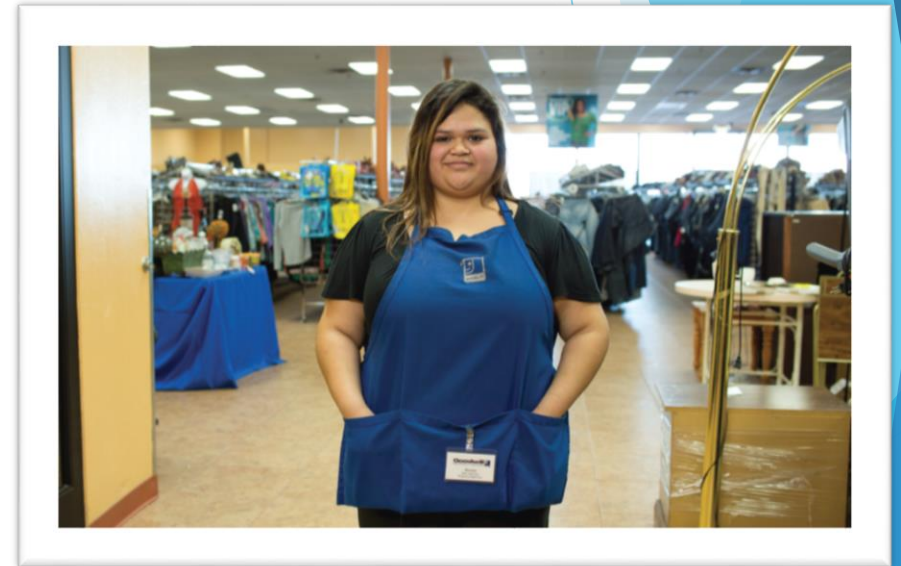
- ▶ Retail Training
- ▶ Janitorial Training
- ▶ Warehouse Training

View Community Based Training Participant Melany Saucedo's Success Story here:
https://www.youtube.com/watch?v=_BdlMEsJ8Kg

Court-Ordered Community Service Workers:

Goodwill of Southern Nevada works closely with the Department of Welfare, the City of Las Vegas, the City of Henderson, and the City of North Las Vegas to provide court ordered community service hours in lieu of, or in addition to, incarceration and/or a fine. Volunteer assignments include various tasks in our processing center, retail stores or corporate headquarters.

The program saves taxpayers money by helping reduce the cost of incarceration while providing individuals with work experience.



OUR MISSION SERVICES

Student Work Experience Program:

Goodwill of Southern Nevada provides volunteer opportunities to special education students from 29 high schools in the Clark County School District. These students volunteer once a week at a designated store for one to two hours. Under their teachers' supervision, they assist with tasks such as pulling hangers and organizing depending on their individual level of functionality. The goal of the program is to provide students with a real-work experience environment and an opportunity to gain job skills.

View Silverado High School's Student Work Experience Success Story here:
https://www.youtube.com/watch?v=IZ_POqyPMqE

ELITE Youth Program:

Launched in 2013, Goodwill of Southern Nevada's ELITE Youth Program, stands for Education, Leadership, Independence, Training and Employment. Facilitated in a workshop setting, this program provides valuable job seeker skills, financial literacy, and an introduction to STEM, to youth with disabilities that are ages 17 thru 21.

Students are challenged with setting goals for their future and Goodwill provides supportive services (money for vocational training, clothing vouchers, gas cards, etc.) and job coaching to help them reach these goals.

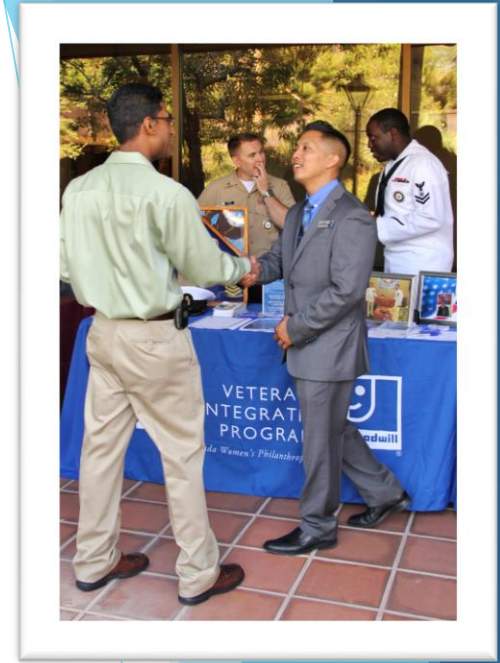
Additionally, there are opportunities for students to attend college tours, and participate in paid Work Experiences with local businesses.

View ELITE Program Participant Sean Murray's Success Story here:
https://www.youtube.com/watch?v=helxg_7-vXY



PEOPLE SERVED IN 2014

Program	Number Placed/Served
Career Connections Placed (includes Veteran Integration Program, Beyond Jobs for Women)	2,361
Career Connections Served (includes Veteran Integration Program, Beyond Jobs for Women)	12,810
Community Based Training Served	388
# of Volunteers (includes Court-Ordered Community Service, groups, individuals)	1,634
Student Work Experience Program Students served	675
ELITE Youth Program Students Served	171



FINANCIALS - BALANCE SHEETS

	<u>2014</u>	<u>2013</u>
ASSETS		
Current Assets		
Cash	\$ 942,271	\$ 804,540
Receivables	428,397	542,693
Inventory	4,749,127	4,142,702
Prepaid Expenses and other	120,697	137,629
	6,240,492	5,627,564
Property and equipment, net of accumulated depreciation	3,010,349	2,896,289
Certificate of deposit, restricted	500,000	500,000
Deposits	130,307	86,543
	\$ 9,881,148	\$ 9,110,396
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts Payable	\$ 709,736	\$ 520,030
Accrued Expenses	3,138,118	2,728,427
Line of Credit Payable	1,105,655	863,410
Current portion of deferred gain on sale-leaseback	610,692	610,692
Current portion of long-term debt	130,202	177,112
	5,694,403	4,899,671
Long-term Liabilities		
Deferred gain on sales-leaseback	3,918,608	4,529,300
Long-term debt, net of current portion	220,873	251,706
	9,833,884	9,680,677
Net Assets (Deficit)		
Unrestricted	(643,801)	(643,801)
Temporarily restricted	73,520	73,520
	(570,281)	(570,281)
	\$ 9,263,603	\$ 9,110,396

FINANCIALS - STATEMENTS OF ACTIVITIES

	<u>2014</u>	<u>2013</u>
Revenue		
Contributions (Unrestricted and temporarily restricted)	\$ 1,014,314	\$ 1,127,502
Federal Grants	1,616,606	1,627,823
Goods contributed for sale	28,179,546	23,870,865
Sales of contributed goods	27,566,928	23,106,354
Less cost of goods sold	(27,566,928)	(23,106,354)
Sale of purchased goods	414,099	442,205
Less cost of goods sold (Contributed & purchased)	(266,444)	(292,906)
Vocational assistance programs	535,419	516,511
Deferred gain amortization on sale-leaseback	610,692	610,692
Special events, net	91,939	41,098
Interest	1,216	2,738
Other	1,686	3,411
Net assets released from restrictions	108,433	91,311
	32,307,506	28,041,250
Expenses		
Program services	29,629,194	25,371,596
Support services:		
Management and general	954,907	1,079,293
Fundraising	797,809	657,097
Unallocated payments to affiliated organization	169,618	194,178
Net assets released from restrictions	108,433	91,311
	31,659,961	27,393,475
Increase (decrease) in net assets	\$ 647,545	\$ 647,775

2014 MAJOR DONORS

CORPORATE PARTNERS:

- ▶ 4Wall Entertainment
- ▶ Active Commercial
- ▶ Ameriprise Financial, Inc.
- ▶ Aristocrat Technologies, Inc. USA
- ▶ ASHBA Media Inc.
- ▶ Bank of America
- ▶ Bank of Nevada
- ▶ Bank of the West
- ▶ Barrick Gold Corporation
- ▶ Bradshaw Smith & Co., LLP
- ▶ Capital One
- ▶ Cash America Super Pawn
- ▶ CBRE
- ▶ CDW
- ▶ Citibank (Nevada), N.A.
- ▶ Cragin & Pike
- ▶ Credit One Bank
- ▶ Dotty's
- ▶ Firestone Complete Auto Care
- ▶ G.C. Garcia, Inc.
- ▶ G&L Insurance Services
- ▶ Golden Nugget
- ▶ Humana
- ▶ IHG
- ▶ Indaba Systems
- ▶ JPMorgan Chase & Co.
- ▶ JSA Architecture
- ▶ Law Offices of John Benedict
- ▶ MGM Resorts International
- ▶ MountainView Hospital
- ▶ Nevada State Bank
- ▶ One Roofing Company
- ▶ Penske Truck Leasing Co.
- ▶ Republic Services
- ▶ Resort Gaming Group
- ▶ Rum Runner
- ▶ Southwest Gas Corporation
- ▶ Speedway Children's Charities
- ▶ Spread the Word Nevada

- ▶ USAA Federal Savings Bank
- ▶ UnitedHealthcare
- ▶ Wells Fargo Insurance Services

FOUNDATION PARTNERS:

- ▶ Bank of America Charitable Foundation
- ▶ Bridgestone America's Trust Fund
- ▶ Caesars Foundation
- ▶ JPMorgan Chase Foundation
- ▶ MGM Resorts Foundation
- ▶ Nevada Women's Philanthropy
- ▶ NV Energy Foundation
- ▶ Tony & Renee Marlon Charitable Foundation
- ▶ Walmart Foundation's State Giving Program
- ▶ Wells Fargo Foundation
- ▶ Windsong Trust

GOVERNMENT PARTNERS:

- ▶ Bureau of Vocational Rehabilitation
- ▶ CDBG - City of Las Vegas
- ▶ Clark County Board Of Commissioners
- ▶ EFSP Local Board
- ▶ Workforce Connections



2014 MAJOR COMMUNITY PARTNERS

- ▶ 8NewsNow KLAS-TV Community Team
- ▶ Alaska Airlines
- ▶ Allegiant Air
- ▶ American Red Cross - Southern Nevada Chapter
- ▶ A+ Laundry
- ▶ Bellagio Las Vegas
- ▶ Beyond the Rack
- ▶ Boys and Girls Club of Southern Nevada
- ▶ Boys & Girls Clubs of Las Vegas
- ▶ Caesars Entertainment
- ▶ City of Las Vegas Office of Administrative Services
- ▶ Clark County School District
- ▶ El Cortez Casino
- ▶ HELP of Southern Nevada
- ▶ Hines
- ▶ Ivory Star Productions
- ▶ McCarran Airport
- ▶ Jason's Deli
- ▶ McCarran Airport
- ▶ Mountain's Edge Community Association
- ▶ Nevada Public Radio (KNPR)
- ▶ North Las Vegas Library District
- ▶ Paris Las Vegas Hotel and Casino
- ▶ Peterbilt Paclase
- ▶ Red Rock Casino Group
- ▶ TAO Group
- ▶ Texas Station Casino
- ▶ The Container Store
- ▶ The Crossing - A Christian Church
- ▶ The Office of the District Attorney, Family Support Division
- ▶ The Plaza Hotel & Casino
- ▶ Three Square - SNAP
- ▶ Tito's Handmade Vodka
- ▶ TOPSHOP



2014 Board of Directors

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G. C. Garcia, Inc.

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KME Architects

Haskel Iny
Great American Capital

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Southwest Gas Corporation

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Canada Nevada Business Council

Susan Vogel
UnitedHealthcare

Frank Woodbeck
Nevada System of Higher Education

Mike Zimmer
Urban Capital Nevada



2014 MISSION MILESTONES

NV Energy Imagine Training Room Opening



Veterans Hiring Event



ELITE Program College Tours & Educational Experiences



2014 RETAIL & OPERATIONS MILESTONES

Aliante Library Donation Center Opening



3 Groundbreakings for 3 New Stores



Silverado & Bermuda



Lake Mead & Civic

Tropicana Store Remodel & Re-Opening



Stephanie & American Pacific

2014 RETAIL & OPERATIONS MILESTONES

Mardon Store Opening



South Distribution Center & Clearance Center Opening



2014 COMMUNITY MILESTONES

“Gift of a Job” Community Recognition Luncheon



“Gift of a Job” Donation Campaign in Stores



LV Metro Chamber
2014 Business
Excellence Award
Ceremony - we
were honored as a
“Cultivator”



2014 COMMUNITY MILESTONES

Southwest Gas “Fuel for Life” Campaign Event

LV Woman Magazine Deja Blue Photo Shoot - featured program participants, funders, team members, volunteers

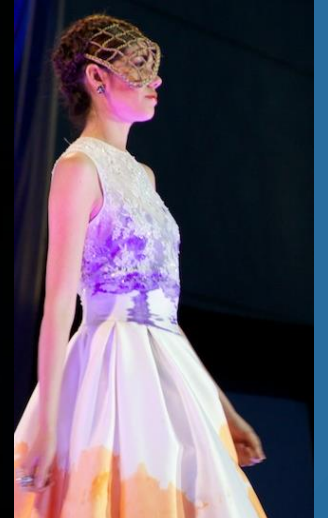
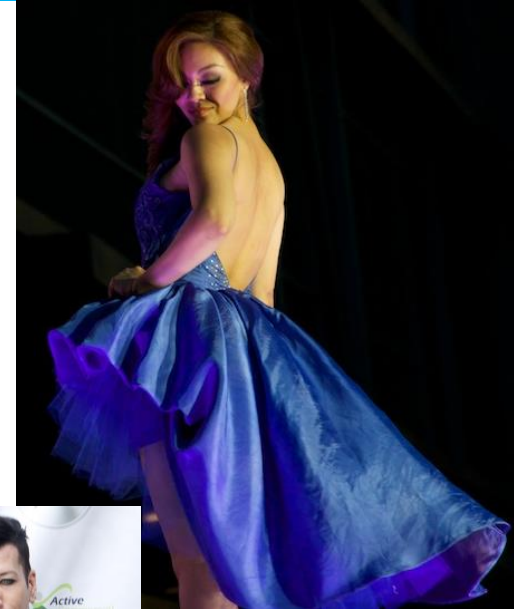


2014 COMMUNITY MILESTONES

Golf for Goodwill: "A Salute to our Veterans"



1st Annual Blue Party - Fashion, Art & Music





www.Goodwill.Vegas

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