

2016 ANNUAL REPORT



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Jobs are a true systemic solution to poverty and the associated homelessness, hunger, crime, addiction, family instability, and dependence on Government assistance.



WE FIGHT POVERTY WITH JOBS

Goodwill of Southern Nevada is here to fight poverty with jobs. We do it because jobs are a solution to poverty and the associated symptoms of homelessness, hunger, crime, addiction, family instability, and more.

Mission

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

Core Values

We are guided by 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.



Donating goods is an earth-friendly practice. By way of reuse, Goodwill diverted over 26 million pounds from our local landfills in 2016.



IMPACT

We may be known for our iconic stores, but there is so much more to your local Goodwill.

- The life blood of Goodwill: 873,624 generous Southern Nevadans donated goods. Through reuse and recycling practices, 26 million pounds were diverted from local landfills.
- 1.9 million retail shoppers helped generate revenue from donated goods allowing Goodwill to provide 14,465 locals with free job training and placement services at Goodwill Career Connections Job Centers.
- Over 500 employer partners helped Goodwill place 3,004 people into local jobs, generating \$59 million in earned wages.



WAYS YOU CAN HELP

There are many ways you can help us achieve our goal to end unemployment in Southern Nevada.

- ✓ Clean out your closets and donate
- ✓ Shop our thrift or online stores
- ✓ Fund our mission to end unemployment
- ✓ Hire Goodwill's qualified job seekers
- ✓ Become a partner employer
- ✓ Sponsor a donation drive
- ✓ Host a Goodwill donation site
- ✓ Sponsor a Goodwill event
- ✓ Volunteer your time



Goodwill's Veteran Integration program empowers veterans and their families with the tools they need to transition from military to civilian life, find employment, advance in their careers and ensure long-term financial stability for their families.



BALANCE SHEET

	<u>2016</u>	<u>2015</u>
ASSETS		
Current Assets		
Cash	\$ 1,109,439	\$ 1,519,578
Accounts receivable	74,641	175,954
Contracts receivable	46,258	33,716
Pledges receivable		5,000
Grants receivable	130,795	173,364
Inventory	7,583,770	6,432,612
Prepaid expenses and other	<u>105,558</u>	<u>130,042</u>
	9,050,461	8,470,266
Property and equipment, not of accumulated depreciation	20,826,695	7,783,708
Deposits	433,841	419,033
Restricted cash	<u>1,447,306</u>	<u>14,718,665</u>
	<u>\$ 31,758,303</u>	<u>\$ 31,391,672</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	\$ 1,545,824	\$ 532,574
Accrued expenses	3,678,484	3,675,352
Current portion of deferred gain on sale-leaseback	610,692	610,692
Current portion of long-term debt	<u>806,514</u>	<u>788,404</u>
	6,641,514	5,607,022
Long-term liabilities		
Deferred gain on sale-leaseback	2,697,224	3,307,916
Long-term debt	<u>19,518,500</u>	<u>20,287,213</u>
	<u>28,857,238</u>	<u>29,202,151</u>
Net assets		
Unrestricted	2,803,429	2,056,312
Temporarily restricted	<u>97,636</u>	<u>133,209</u>
	<u>2,901,865</u>	<u>2,189,521</u>
	<u>31,758,303</u>	<u>31,391,672</u>



STATEMENT OF ACTIVITIES

Changes in unrestricted net assets

Revenues and gains

	<u>2016</u>	<u>2015</u>
Contributions	\$ 1,740,718	\$ 1,570,052
Grants	712,166	1,233,232
Goods contributed for sale	36,942,431	33,150,385
Sale of contributed goods	35,792,789	31,480,396
Less cost of goods sold	(35,792,789)	(31,480,396)
Sale of purchased goods	575,983	570,419
Less cost of goods sold	(356,535)	(371,893)
Vocational assistance programs	386,729	367,134
Amortization of differed gain on sale-leaseback	610,692	610,692
Special events	108,513	144,371
Less direct benefit costs	(64,926)	(143,134)
Interest	9,278	1,070
Other	9,224	2,321
	<u>40,674,273</u>	<u>37,134,649</u>
Net assets released from restricted	35,573	96,878
	<u>40,709,846</u>	<u>37,231,527</u>

Expenses

Program services	37,282,736	32,610,507
Support services:		
Managerial and general	1,224,111	1,217,817
Fundraising	1,255,199	1,190,300
	<u>39,762,046</u>	<u>35,018,624</u>
Unallocated payments to affiliated organization	200,683	203,768
	<u>39,962,729</u>	<u>35,222,392</u>

Increase in unrestricted net assets	<u>747,117</u>	<u>2,009,135</u>
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Changes in temporarily restricted net assets

Contributions		200,000
Net assets released from restrictions	<u>(35,573)</u>	<u>(96,878)</u>

Increase (decrease) in temporarily restricted net assets	<u>(35,573)</u>	<u>103,122</u>
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Increase in net assets	711,544	2,112,257
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Net assets, beginning of year	<u>2,189,521</u>	<u>77,264</u>
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Net assets, end of year	<u>\$ 2,901,065</u>	<u>\$ 2,189,521</u>
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Free job training, like Goodwill workshops, help people with barriers to employment gain valuable skills and learn to market themselves competitively with prospective employers.



MAJOR DONORS

Corporate Partners

Active Commercial
Ameriprise Financial, Inc.
Bank of America
Bank of the West
Bonanza Beverage
Boyd Gaming
BP2 Solutions
Capital One
CBRE
Cragin & Pike
Credit One Bank
Dotty's
GC Engineering
G.C. Garcia, Inc.
G&L Insurance Services
Great American Capital
Hooters Casino Hotel Las Vegas
Humana
JPMorgan Chase

Law Offices of John Benedict
Mass Equities
MGM Resorts Entertainment
MountainView Hospital
National Security Technologies
Nevada State Bank
Nigro Construction
NV Energy
PBTk
Penske Truck Leasing Co.
Pro Group Management
Southwest Gas Corporation
USAA Savings Bank
UnitedHealthcare
Waxie Sanitary Supply
Wells Cargo
Wells Fargo

Foundation Partners

Bank of America Charitable Foundation
Caesars Foundation

Engelstad Family Foundation
JPMorgan Chase Foundation
MGM Resorts Foundation
NV Energy Foundation
Tony & Renee Marlon Charitable Foundation
Speedway Children's Charities
State Farm Foundation
U.S. Bank Foundation
Walmart Foundation's State Giving Program
Wells Fargo Foundation
Windsong Trust
Western Alliance Community Foundation

Government Partners

Bureau of Vocational Rehabilitation
Clark County Commission and Community Resource Management Division
Veterans Administration
Workforce Connections



MAJOR COMMUNITY PARTNERS

KLAS-TV Community Team

Alaska Airlines

Allegiant Air

Bellagio Las Vegas

Bonanza Beverage

Caesars Entertainment Engagement Team

Catholic Charities

City of Henderson

City of Las Vegas

City of North Las Vegas

Clark County School District

District Attorney Family Support Division

Division of Welfare & Supportive Services

Downtown Achieves

Findlay Chevrolet

HELP of Southern Nevada

Ivory Star Productions

Las Vegas Metro Police Department

Legends in Concert

Mandarin Oriental Residential

McCarran Airport

Mountain's Edge Community Assoc.

MountainView Hospital

Neighborhood Housing Services of Southern Nevada, Inc.

Nevada Governor's Council on Developmental Disabilities

Nevada Public Radio (KNPR)

North Las Vegas Court System

North Las Vegas Library District

North Las Vegas Police Department

Paris Las Vegas and Bally's Las Vegas

Planet Hollywood Resort

Red Rock Casino Group

Rio All-Suite Hotel and Casino

Sansone Companies and The Boulevard Mall

Sephora

TAO Group

The Crossing - A Christian Church

Three Square

Tommy Hilfiger

U.S. Vets Las Vegas

Venetian Palazzo Sands and Sands Cares

Wirtz Beverage Nevada



The Student Work Experience Program, a partnership with the Clark County School District, provides local youth with opportunities to gain real-life work experiences to help prepare them for their adult lives.



BOARD OF DIRECTORS

We thank our volunteer Board of Directors for their time, leadership, and dedication.

George Garcia, Chairman

G. C. Garcia, Inc.

John Grady, Vice Chairman

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State Farm

Dr. Magdalena Martinez

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Bill Paredes

Bank of Nevada

Jerome Schmitz

Southwest Gas Corporation

Frank Woodbeck

*Nevada System of Higher
Education*

Mike Zimmer

Nevada Cooler Pad





1280 W. Cheyenne Ave.
North Las Vegas, NV 89030
(702) 214-2000
www.Goodwill.Vegas