

2018 Annual Report



MISSION & VALUES

Our Mission

To reduce the impact of poverty on people, families, and our community by helping Southern Nevadans get jobs with local employers and Goodwill.

Our Values

Mission First – Everything we do is inspired by our mission to help Southern Nevadans get jobs with local employers and Goodwill.

Act with Integrity – We conduct ourselves in a honest, transparent, and genuine manner. We seek the truth not the convenient answer.

Own It – We put forth our best effort, take ownership, hold ourselves accountable to results, and learn from our mistakes.

Innovate with Impact – We use a common-sense approach to collaborate internally and with the community to encourage new ideas and maximize our collective impact.

Live to Serve – We provide great service to every donor, customer, and mission client.

COMMUNITY IMPACT



YOU DONATE



YOU SHOP



PEOPLE GET JOBS

2018 IMPACT

JOBS



8,546

People Served

2,976

Job Placements

1,126

First Time Veterans Served

259

Veterans Placed

DONORS



781,242

Community Donors

ENVIRONMENT



26m

Pounds Diverted From Landfills

150

= 737 Airlines

LOCATIONS



15

Thrift Stores

3

Career Centers

2

Clearance Centers

1

Mobile Career Coach

Goodwill Success Story: Seeking a Second Chance

Mark Hopkins spent 17 months in prison and was living in a half-way house. If able to stay employed for 90 days and exhibit good conduct, Mark would be eligible for early release from the half-way house. Mark was very motivated to reach this goal because he wants to be reunited with his wife and children in Elko. But he was feeling very frustrated and stressed since he had been to several other agencies and no one could help him find a job.

Then someone at the half-way house recommended he visit Goodwill. Mark was skeptical but met with a Career Coach who helped with his resume and conducted a mock interview with him. The Career Coach knew of a job opening with a company who wanted to hire “on the spot” for drivers so she issued Mark a clothing voucher for interview clothes and a bus pass so he could get to the interview.

Mark returned later with a job offer and was very happy with the staff at Goodwill for helping him. “I came in one day to get some help after I had struck out everywhere else and the people at Goodwill were so helpful with everything I needed, says Mark. “I got a job my second day I came in. Doing what I like to do too!” Mark is on his way to being reunited with his family.



GOODWILL'S MISSION:

To reduce the impact of poverty on people, families and our community by helping Southern Nevadans get jobs with local employers and Goodwill.

WANT TO HELP?

There are many ways you can help Goodwill:

- Give Financially
- Donate Goods
- Shop Goodwill Thrift Stores
- Become a Volunteer
- Be an advocate

Goodwill Success Story: Escaping Violence for a Second Chance

Reeta was married when she sought refuge at Shade Tree, a shelter for women and children escaping domestic violence.

She was not in the shelter long, when she attended a resume review workshop taught by Goodwill Career Coach Brad Devlin. Goodwill of Southern Nevada has been offering mobile career services at Shade Tree, Veteran's Village and Resolutions locations for the past year.

After the workshop, she met one-on-one with Brad to rework her resume. Being in her early 30's and having a three-page resume just wasn't practical. Her long resume and difficulty with knowing how to search for a job were the barriers to her getting employment and she needed a job. Shade Tree shelter residents have only 90 days they are permitted to stay in the shelter, so she needed employment to save money for an apartment.

Brad rewrote her resume to one page and assisted Reeta with her job search and filling out online applications. Within a week, Reeta had an interview. To ensure she could get to the interview and be dressed appropriately, Brad issued her two Goodwill clothing vouchers and two bus passes. Reeta aced the interview and was extended a job offer to which she happily accepted.

Reeta is now a Guest Room Attendant with a prominent hotel and has a second chance to live her life free from violence.

Editor's Note: Due to the sensitive nature of the situation, Reeta's last name and photo, along where she is currently working, is not being used.



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HOW YOU CAN HELP GOODWILL

Clean out your closets and donate to Goodwill

Visit www.Goodwill.Vegas to find a donation center nearest you.

Shop in Our Stores and Online

Visit www.Goodwill.Vegas to view our online listings or to find a retail store nearest you.

Become an Individual Funder, Corporate Funder or Foundation Partner

Your company can provide financial support to ensure the viability of Goodwill's programs.

Hire Our Job Seekers

No matter what your industry, our professional career coaches will find the qualified job seekers who meet your organization's needs at no cost to you.

Become a Partner Employer

Join our roster of local businesses and receive quality candidates, on-the-job training funds, hiring events and more – all at no cost.

Sponsor a Donation Drive

Allow Goodwill to collect donated items during a special drive at your place of business.

Volunteer With Us

Whether a group or an individual, our volunteer staff will find an activity for you.

Sponsor a Goodwill Event

Receive great recognition plus fun for co-workers, family, and friends.

Contact marketing@sngoodwill.org for more information about how your support provides job training and job placement in Southern Nevada.

FINANCIAL STATEMENTS OF ACTIVITIES

	2018	2017 (Restated)
Changes in net assets without donor restrictions		
Revenues and gains		
Contributions	\$ 52,892	\$ 254,426
Grants	1,106,596	1,029,503
Goods contributed for sale	32,337,250	28,754,581
Sale of contributed goods	32,480,855	33,342,597
Less cost of goods sold	(32,480,855)	(33,342,597)
Sale of purchased goods	67,545	67,089
Less cost of goods sold	(37,466)	(63,222)
Vocational assistance programs	292,133	530,577
Amortization of deferred gain on sale-leaseback	610,692	610,692
Special events	-	27,500
Less direct benefit costs	(480)	(1,233)
Interest	12,731	3,338
Other	39	70
	<u>34,441,932</u>	<u>31,213,321</u>
Net assets released from donor restrictions	<u>316,386</u>	<u>658,296</u>
	<u>34,758,318</u>	<u>31,871,617</u>
Expenses		
Program services	29,566,199	36,253,049
Support services:		
Management and general	742,151	890,790
Interest and debt related amortization	37,512	811,637
Fundraising	423,168	525,248
	<u>30,769,030</u>	<u>38,480,724</u>
Unallocated payments to affiliated organization	153,243	165,137
	<u>30,922,273</u>	<u>38,645,861</u>
Increase (decrease) in net assets without donor restrictions before reorganization items	<u>3,836,045</u>	<u>(6,774,244)</u>
Reorganization items:		
Gain (loss) from lease compromise activities	2,547	1,027,536
Professional fees	(1,859,157)	(551,330)
	<u>(1,856,610)</u>	<u>476,206</u>
Increase (decrease) in net assets without donor restrictions	<u>1,979,435</u>	<u>(6,298,038)</u>
Changes in net assets with donor restrictions		
Contributions	502,785	701,337
Net assets released from donor restrictions	<u>(316,386)</u>	<u>(658,296)</u>
Increase in net assets with donor restrictions	<u>186,399</u>	<u>43,041</u>
Increase (decrease) in net assets	<u>2,165,834</u>	<u>(6,254,997)</u>
Net assets (deficiency), beginning of year		
As previously reported	(3,654,452)	2,901,065
Prior period adjustments	<u>300,520</u>	<u>-</u>
As adjusted	<u>(3,353,932)</u>	<u>2,901,065</u>
Net assets (deficiency), end of year	<u>\$ (1,188,098)</u>	<u>\$ (3,353,932)</u>

STATEMENTS OF FINANCIAL POSITION

	<u>2018</u>	<u>2017</u> (Restated)
ASSETS		
Current assets		
Cash	\$ 2,811,568	\$ 1,002,250
Accounts receivable	33,336	74,499
Contracts receivable	28,726	45,453
Grants receivable	255,360	182,079
Inventory	2,802,218	2,945,823
Prepaid expenses and other	595,584	594,550
	<u>6,526,792</u>	<u>4,844,654</u>
Property and equipment, net of accumulated depreciation	18,453,094	19,373,280
Deposits	437,901	437,901
Restricted cash	1,449,974	1,048,648
	<u>\$ 26,867,761</u>	<u>\$ 25,704,483</u>
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable	\$ 234,982	\$ 261,860
Pre-filing liabilities subject to compromise	2,339,274	2,814,043
Accrued expenses	3,025,569	2,928,030
Current portion of deferred gain on sale-leaseback	610,692	610,691
Current portion of long-term debt	795,000	806,779
	<u>7,005,517</u>	<u>7,421,403</u>
Long-term liabilities		
Deferred gain on sale-leaseback	1,475,840	2,086,532
Long-term debt	19,574,502	19,550,480
	<u>28,055,859</u>	<u>29,058,415</u>
Net assets (deficiency)		
Without donor restrictions	(1,515,174)	(3,494,609)
With donor restrictions	327,076	140,677
	<u>(1,188,098)</u>	<u>(3,353,932)</u>
	<u>\$ 26,867,761</u>	<u>\$ 25,704,483</u>

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