

Our business is changing
lives...helping people
help themselves through
the power of **work**



2015 Annual Report

Goodwill of Central and Coastal Virginia

Our **Work** Is Defined By Our Mission, Vision and Values

Our **Mission**

Our business is changing lives... helping people help themselves through the power of **work**.

Our **Vision**

Everyone has the opportunity to find their purpose, reach their highest level of self-sufficiency, and become productive members of our community.

Our **Values**

Commitment

We demonstrate our value to and impact on the organization.

Learning

We grow and succeed through learning.

Innovation

We exercise the power to make improvements.

Respect

We value and connect with others.

Integrity

We earn trust through all of our actions.

Teamwork

We achieve goals and deliver our mission together.

Values Based Leadership

At Goodwill, working means more than just earning a paycheck. It means investing in our communities so that we can all be more successful in our lives. That investment begins with our own culture. *Commitment. Innovation. Integrity. Learning. Respect. Teamwork.* As stand-alone words, they are a powerful snapshot; but as driving behaviors, they are a force of change.

Diversity and Inclusion

We are dedicated to understanding the diversity of all those we serve to better relate to their needs and their struggles. To provide greater support for these communities, we are giving deliberate focus to diversity and inclusion. The desired outcome is a culture that celebrates our differences in a manner that serves to uplift our associates and enhances our ability to effectively serve our customers.

It's The **Work** That Brings Us Together

*It is the work that adds dignity to a life. It is one's work that gives the family hope. It is a hard day's work that builds a future. And it is our work that strengthens our communities. That is the mission of Goodwill- helping people help themselves through the power of **work**.*

And we see that power throughout our organization every day.

It is in the growth of our organization - opening one new store in Powhatan and a new attended donation center in Sandbridge.

It is in the expansion of our government contracts in partnership with Palmetto Goodwill in Charleston, South Carolina.

It is in the collaboration with Thomas Nelson Community College to provide credentialing in multiple industries at our Hampton Support Center.

It is in the over 1300 associates employed in Donated Goods programs, government and commercial contracts, workforce development programs and administrative support roles throughout our organization.

It is in the 18 volunteers on our Board of Directors and in the 16 volunteers on our Advisory Board that represent the community leadership and provide our governance.

It is in volume of donations topping 51 million pounds for this year - donations from our most generous communities.

It is through the over 3 million customer transactions in our retail stores and outlets.

It is seen through every dollar and every donor who gave to our Capital Campaign and Annual Fund efforts.

It is shown through our daily collaboration with multiple community partners.

It is evident every day in the individuals who walked through our doors or contacted our Community Employment Centers in 2015 seeking help to find a job.

And it is proof in the job placement for over 2600 people in over 10 industries with more than 1300 employers.

2015 was a year for us to begin to better define our work - the work that we do to sustain our mission as well as the work that we do to deliver our mission. Our collaboration with the community partners: employers, foundations, community colleges, and even other non-profits will continue to provide direction and tangible impact into 2016. As a social enterprise, Goodwill will continue to reinvest in our work that supports our fiscal health and our workforce; as a non-profit organization, Goodwill will continue to invest in the work that builds our communities by collaborating with the right partners to create sustainable employment for those that need us most.

It begins with work- with getting a job- and it ends with changing lives. And we can't do it without you. Many thanks for continuing to believe in the power of work through your support of our work in 2015.



Charles Layman
President & CEO



Scott Sims
Chair of the Board

Her **Work** Gives Her Independence

“All I had was a bus ticket, my clothes, and a sliver of hope.”

After a series of unexpected events changed Margaret's life, she was lost. When offered a chance to move to the Hampton Roads area, she jumped at the opportunity. Life wasn't easy after the move; she found herself in a bad employment situation without transportation, sleeping on couches, and losing that sliver of hope that had brought her here.

When a friend began working for Goodwill, Margaret quickly followed and was hired as a lead associate at Goodwill's outlet store in Hampton. Within three months, Margaret was promoted to assistant manager, and within a year, became the store manager at the Warwick retail store in Newport News.

Margaret now has her own car, shares a comfortable apartment with her roommate, and is looking to move into her own home sometime in the very near future.

“It's not just a saying that Goodwill changes lives through the power of work - I'm living proof of how true that is.”

Our Donated Goods Programs Define Impact

**1,290,380
donations
processed**

**37 million
pounds kept
out of landfills**

**2.8 million
retail
transactions**

**32 stores
across 39 cities
and counties**



One's **Work** Brings Hope To A Family

Audrey first came to Goodwill's Community Employment Center (CEC) as an AARP tax-aide volunteer. As tax season drew to a close, she started looking for part-time employment to supplement her income and stay active. Audrey began working with an employment specialist on her job search while volunteering to assist with tasks at the CEC, quickly gaining the admiration of staff and customers with her hard work and dedication to helping others.

As time went on, Audrey worried that her age was keeping her from finding employment. Not giving up, she attended a job fair hosted by Richmond Public Schools and stumbled across a position she knew would be a perfect fit. A short time later, Audrey began working as a Nutritional Services Café Worker in the school system.

"It's right up my alley, and I'm so happy. I can spend more time with my grandkids without having to worry about how I'll earn an income."

Our Community Workforce Programs Deliver Results

**Over 16,000
served through
Community
Employment
Centers**

**Over 3,600
returning citizens
served through
re-entry
programs**

**Over 1,000
served through
vocational and
job training
programs**

**Over 600
veterans
served through
employment
programs**

His **Work** Builds A Future

Pursuing a degree, but unsure of his employment future, Khidhr began looking for a job as he approached graduation. An online search quickly led him to Goodwill Staffing Solutions (GSS), where his life-changing employment journey began.

"I knew what I wanted to do, but didn't know where to even start looking," Khidhr admits, as he faced several challenges including a limited work history and mobility issues. Within a week of contacting GSS, Khidhr was interviewed by SKF Lubrication in Newport News. His first, and only, job interview would become his first job with his new degree.

"He came in with a smile, positive attitude, saying he could do whatever was required despite his limitations. He said he'd go the extra mile, and he certainly has," said Dawn, a member of SKF's human resources team. "He's an incredible team player, an all-around great fit."

A year after starting with SKF, he's now enrolled in the Industrial Technology program at Old Dominion University, but the benefits far surpass his work.

"Because of this job I was able to finally propose to my girlfriend - finally able to buy her a ring. And, I just bought my first house, my own place. It's a dream come true."

Our Businesses and Our Community Provide Sustainable Jobs

**662 individuals
placed into
employment by
Goodwill Staffing
Solutions**

**225 individuals
employed through
12 government
and commercial
contracts**

**Over 2600
individuals
placed into
competitive
employment**

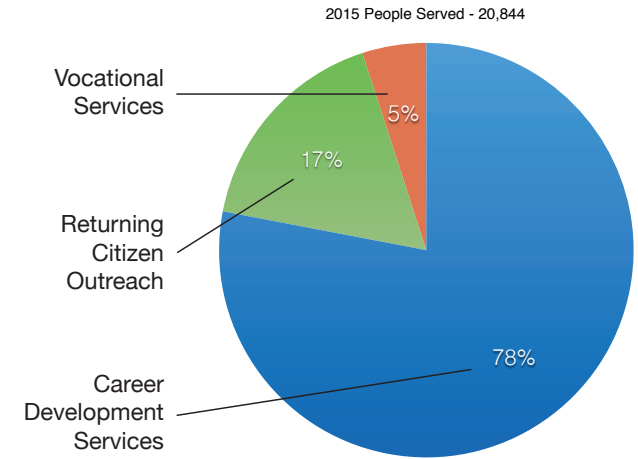


Work Adds Dignity To A Life

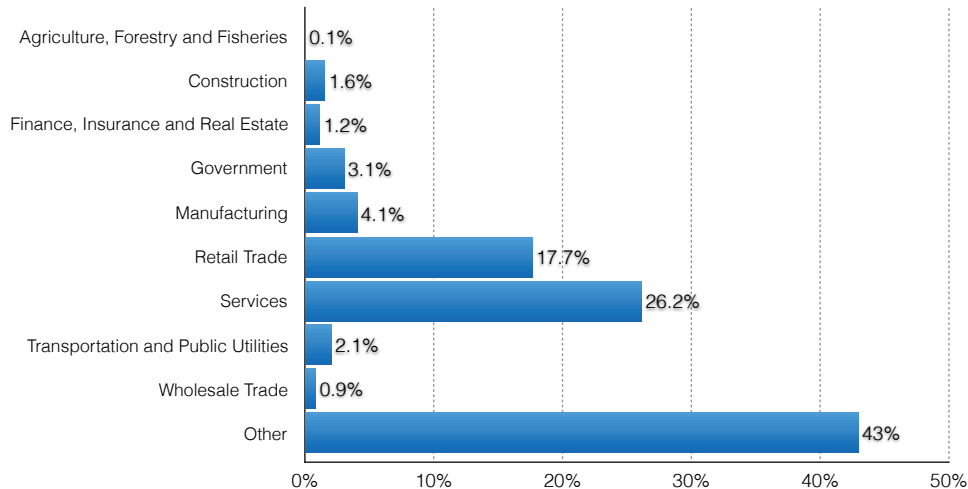
Chavon came to the TIE (Transition to Independence & Employment) Program unsure of herself and her future. Without a job and with a small child, Chavon was eager to better her situation, working hard to improve her interview and job search skills and build her confidence.

Through the help of her job placement counselor, Chavon eventually landed a job in one of Goodwill's retail stores, where she still works today. She continues to impress her supervisors and is admired by her teammates for her hard work and dedication.

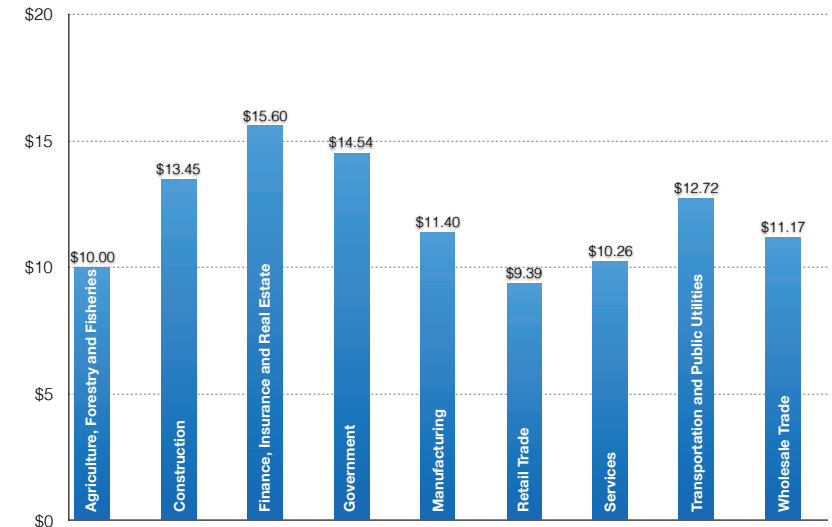
"I was able to take the skills I learned in the TIE program and use them right away. I'm more confident now. I've even moved into my own apartment and I'm getting my driver's license."



2015 Placements by Industry (Over 1300 employers)



2015 Starting Average Wage



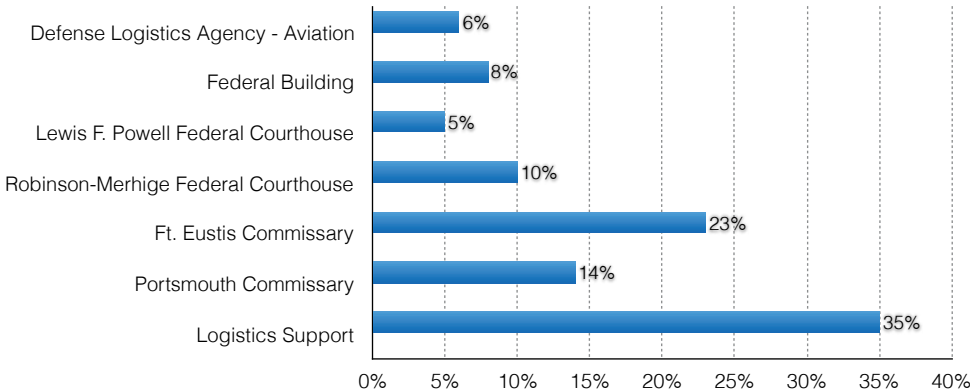
Our **Work** Sustains Us

Calvin's history with Goodwill goes back over 25 years, and his life now is much different than when he started. Facing physical obstacles that would often limit someone personally and professionally, Calvin's story is one of determination and hard work.

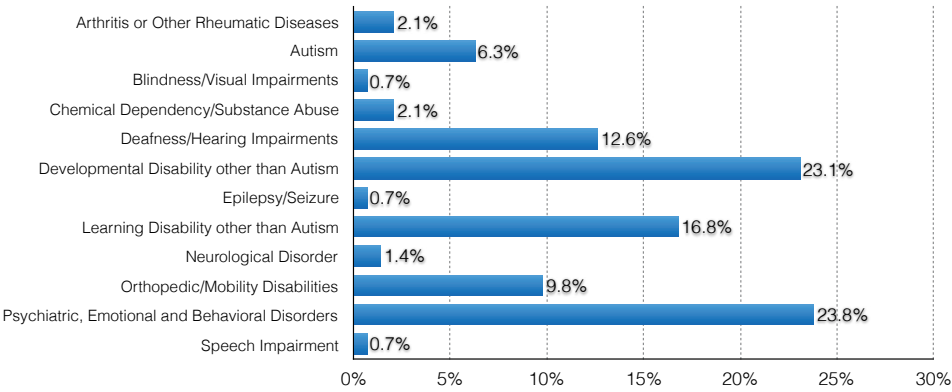
After a recent move to Charleston, South Carolina, Calvin accepted a position with a Goodwill AbilityOne contract site where he quickly proved his determination and work ethic. **“So many times I was told I couldn’t do the job. Not only am I driving a forklift now, but I’m getting a promotion. They gave me a chance, and it’s been a blessing.”**



2015 AbilityOne Participants by Employment Location



2015 AbilityOne Disabilities



Goodwill Operations (in millions)

Contributions and Revenues

Contributions and Sales of Donated Goods	\$	46.4
Contracts		17.2
Fees and Grants from Governmental Agencies		2.9
Public Support		0.9
Other		0.1
	\$	66.8

Expenditures

Donated Goods and Store Operations	\$	33.9
Contracts		16.2
Education, Training & Employment		3.9
Placement Services		0.8
Administrative Expenses		6.8
Fund Raising		0.2
Total Expenses	\$	61.8

Reinvestment in Mission

	\$	5.0
Beginning Assets		34.0
Ending Assets	\$	39.0

Work Strengthens Our Communities

We are grateful to the following organizations that increase our community impact and make the power of work possible each day:

Partners in Donated Goods

Altria
American Family Fitness Centers
Anheuser-Busch
Ashland Christian Center
ATF K9 Division
Capital Region Airport
Central Virginia Waste Management Authority
Chesterfield Towne Center
Cintas
College Hunks Hauling
Commonwealth Catholic Charities
Courthouse Estates
Dell Reconnect
Geico
Goochland Clothes Closet
Haynes Furniture
HOPE Thrift/ HOPE Church
Kane Office Movers
Kiln Creek
Libbie Market
Long & Foster Real Estate
Mancon
Men's Wearhouse
PODS of Central Virginia
Rio Car Washes
Running Man
Sierra Club, University of Richmond

Stihl, Inc.
Tikkun of Norfolk
Virginia Baptist Home
Whole Foods Market
YMCA of Greater Richmond
1-800 GOT JUNK

Local Schools and Colleges

Bryant & Stratton
Chesterfield County Schools
ECPI
First Colonial High School JROTC
Henrico County Public Schools
James River High School
Landsdown High School
Newport News Public Schools
Norfolk Public Schools
Norfolk State University
Randolph-Macon College
Regent University
Richmond Public Schools
St. Christopher's School
The Achievable Dream Academy
The College of William and Mary
Thomas Nelson Community College
Tidewater Community College
University of Richmond
Virginia Commonwealth University
Virginia Union University

Partners in Collaboration

Amazon
BOFA Nurse Training Center
Bon Secours
Bureau of Prisons
C&F Bank
Canada Dry
Capital One
Care Advantage
CARITAS
Chesapeake Public Library
Christopher Newport University
City of Hampton
City of Newport News
City of Norfolk
City of Portsmouth
City of Virginia Beach
Commonwealth Catholic Charities,
Refugee Resettlement Services
Cushman & Wakefield | Thalhimer
Disabled American Veterans
Family Systems - NLP
Fleet and Family Service Center
Girl Scouts of the Colonial Coast
Greater Richmond SHRM
Hampton Roads Business Advisory Council
Hampton VA Medical Center

Work Strengthens Our Communities

Partners in Collaboration (cont.)

KRA Corporation
Marriott Downtown Norfolk
Waterside
Men's Wearhouse
Microsoft
National Guard Family Assistance
Newport News Department of
Human Services
Opportunity Inc.
Peninsula Worklink
Petersburg Advisory Council
Physicians Advisory Council
Piedmont Corporation
Retail Alliance of Hampton Roads
Shared Knowledge
St. James' Episcopal Church
SunTrust
TFC Recycling
The Planning Council
TowneBank
VA Community Capacity Initiative
Virginia Aquarium and
Marine Science Center
Virginia Beach Hotel Association
Virginia Credit Union
Virginia Employment Commission
Virginia Ship Repair Association
Virginia Wounded Warrior Program
Virginia Peninsula Food Bank

Ways to Work
Wells Fargo
Westin Virginia Beach Town Center

Partners in Service

AARP Senior Employment Program
Adult Learning Center/GED
Boaz and Ruth
Catholic Charities
Charles City Public Schools
Chesapeake Community Service Board
Chesapeake Jail
Chesterfield County Department of
Mental and Support Services
Chesterfield County Department of
Social Services
Chesterfield County Public Schools
Colonial Heights Public Schools
Communities In Schools (IC Norcom/
Portsmouth)
Community College Workforce
Alliance
Community Residences
Decker Law Firm
Department of Aging and
Rehabilitative Services (DARS)
Department of Veteran Services
Dilwyn Correctional Center
District 19 Community Services Board
Fleet and Family Services

Foundation for Rehabilitation Equipment
& Endowment (FREE)
Grace Inside
Goochland Community Service Board
Henrico Area Mental Health
Developmental Services
Henrico County Department of
Social Services
Hilliard House
Huntersville Community Center
Indian Creek Correctional Center
Reynolds Community College
John Tyler Community College
Judeo-Christian Outreach Center
Neighborhood Resource Center
New Kent County Public Schools
Newport News Department of
Human Services
Newport News Sheriff's Office
Norfolk Community Service Board
Norfolk Department of Human Services
Norfolk State University
Offender Aid & Restoration (OAR)
Opportunity Inc.
Partnership for Families Northside
(PFFN)
Petersburg Jail Annex
Portsmouth Public Schools
Portsmouth Department of
Social Services
Red Cross

Richmond Behavioral Health
Authority
Richmond City Department of
Social Services
Richmond City Jail
Rubicon
Samaritan House
Senior Connections
Sister To Sister
SourceAmerica
St. Bride Correctional Center
St. Joseph's Villa
The City of Norfolk-
Veteran's Services
Thomas Nelson Community College
Tidewater Community College
Tidewater Military Services Council
Virginia Department of
Veteran Services (Americorps)
Virginia Employment Commission
(VEC)
Virginia Peninsula Food Bank
Virginia Values Veterans (V3)
Virginia Beach Department of
Veterans Services/ Virginia
WCLM Radio 1450
William Byrd
YMCA of South Hampton Roads
York County Pubic Schools

Our **Work** Is Stronger With Your Support

The Board of Directors and staff gratefully acknowledge the generous support of the following donors whose gifts - designated for either operations, programs or capital - totaled \$2,226,845 between January 1 and December 31, 2015. In addition, we wish to recognize those donors supporting **The Power of You Campaign**, which began in 2014 to enhance the capacity, partnerships and facilities in Richmond and Hampton. Every attempt has been made to list all donors with accuracy. For inquiries or corrections, please contact Danielle Cronin at 757-248-9505 or Danielle.Cronin@goodwillvirginia.org.



Proposed future look of 1911 Saville Row in Hampton



Proposed future look of 6301 Midlothian Turnpike in Richmond

THE POWER OF YOU CAMPAIGN

An extraordinary effort is underway to expand mission, services, outcomes and facilities in both central and coastal Virginia service areas. The following major donors have provided gifts and grants totaling \$2,381,490 to date.

Private Foundations and Trusts

The Cabell Foundation
Emily S. & Coleman A. Hunter Trust
Marietta McNeill Morgan and Samuel Tate Morgan Jr. Foundation
Mary Morton Parsons Foundation
The Bob & Anna Lou Schaberg Fund at Virginia Nonprofit Housing Coalition
William II, John G., Emma Scott Foundation

Business and Industry

Bank of America Charitable Foundation
Dominion Resource Services
Hirschler Fleischer
Institute of Management Accountants - Richmond
WestRock Foundation
Media General Foundation
NewMarket Foundation
Richmond Primoid, Inc.
Spurrier Group
TowneBank Foundation

Individuals

Mr. and Mrs. Benjamin C. Ackerly
Brad Armstrong
Janice W. Bailey
Mark and Sandra Barth
Malcolm and Isabel Bates
William Berkeley
Dr. and Mrs. Lawrence E. Blanchard III
Derby D. Brackett
Patricia Brown
Mr. and Mrs. J. Stewart Bryan III
John C. Burton
Jeannie R. Butler
Bill and Dona Carlson
Richard and Amy Carr
David S. Cohn
Russell and Gina Coleman
Annette Crewe
Danielle Cronin
Mr. and Mrs. J. Morgan Davis
Barbara Delbridge
Bernadine Doggett
Gayle N. Donovan
Helen D. Dow
Laura E. Faison
Mr. & Mrs. William P. Forbes
Roger B. Fournier
Joe S. Frank

Our **Work** Reaches More With Your Help

Cynthia Fyne
Kimberly D. Goswick
John D. Gottwald
Christopher T. Greene
Jerald Hardyman
Arthur Hibbert
Theresa Hite-Gorman
Sharryn Hunt
Sharon L. Hunter
Veronica Hunter
Stephen Huyck
Charles Ingram
Dorothy K. Jaggars
Cynthia B. Jenkins
Mr. and Mrs. Alexander J. Kay, Jr.
Robin Kijek
Thomas and Lorrie Kleine
Grayson K. Kreilick
Mr. and Mrs. Charles D. Layman
John Leopold
Courtney B. Link
Mr. and Mrs. J. Charles Link
Kimberly S. Loveland
Tony and Debbie Lovette
Ed Mack
Holly Maslanka
Steven A. Markel
Vilma M. Mason
Jean McRae
Dave Modena -
Modena Foundation

Mandy Morrison
Martha C. Murdock
John David Nelms
Elizabeth A. Pectal
Malcolm M. Randolph
Maria P. Rasmussen
Cindy A. Reeder
Elizabeth W. Rountree
Chris and Julie Rouzie
Elaine M. Runner
Bradford B. Sauer
Edith Schinkel
Claire R. Shaffner
Mr. and Mrs. W. Scott Sims
Cordelia Starkes
Mr. and Mrs. Wallace Stettinius
Mr. and Mrs. Richard S. Sutton
Jan A. Swisher
James and Mary Theobald
Ellen C. Thornhill
Shawnta Totten-Medley
Julie Treglown
Mr. and Mrs. Thomas H. Tullidge, Jr.
Mr. and Mrs. James E. Ukrop
Mr. and Mrs. Gordon W. Wallace, Sr.
Scott Warren
Wesley H. Watkins
Gail P. Welstead
Mr. and Mrs. Daniel L. Williams, Jr.
Sophie Williams

Michael J. Winckler
Evelyn Windmueller
Dorothy and James Wood
Hasan Zarif

Goodwill would also like to thank and recognize its **568 associates** who, in addition to their daily work, have graciously given financial gifts since the launch of the campaign.

SPECIAL RESTRICTED GIFTS/GRANTS FOR PROGRAMS/SERVICES

Private Foundations and Associations

Brookfield Foundation
The Cameron Foundation
The Community Foundation of Greater Richmond
The Hampton Roads Community Foundation
Robins Foundation
Southeast Virginia Community Foundation
United Way of Greater Richmond & Petersburg
Virginia Non-Profit Housing Coalition

Business and Industry

Capital One Services LLC.
SunTrust Bank Foundation
TowneBank Foundation
Wells Fargo Foundation

Congregation

St. James's Episcopal Church of Richmond

Our **Work** Reaches More With Your Help

THE ANNUAL FUND

Annual unrestricted gifts provide crucial and flexible support for the mission of Goodwill. The Annual Fund provides an opportunity for donors, at all levels, to make a difference in changing lives day by day, year after year.

The Goodwill Ambassadors Society (Recognizing our most generous donors of \$1000 or more)

Mr. and Mrs. Malcolm W. Bates
Derby and Doug Brackett
Mr. and Mrs. J. Stewart Bryan III
Ms. Jeannie R. Butler
Mr. and Mrs. R. Russell Coleman, Jr.
Mr. and Mrs. James R. V. Daniel III
Mr. and Mrs. Douglas G. Dickerson
Ms. Bernadine Doggett
Mr. Thomas E. Gottwald
Mr. and Mrs. Joseph Holinka
Ms. Bronwyn Jones
Mr. and Mrs. Alexander J. Kay, Jr.
Mr. Charles D. Layman
Mr. David A. Modena
Mr. Malcolm M. Randolph
Ms. Maria P. Rasmussen
Ms. Christy Roberson
Mr. and Mrs. Christopher E. Rouzie
Bradford B. and Janet L. Sauer
Mr. and William Scott Sims
Mr. and Mrs. Richard S. Sutton
Mr. and Mrs. Lee Showalter
Mr. George C. Tinsley
Mr. Wesley H. Watkins

Advocates (\$500 – 999)

Mr. and Mrs. William Berkeley
Mr. Brent S. Holder
Mr. Daniel E. Honts
Mr. W.T. Hudson
Ms. Sharon L. Hunter
Mr. Timothy Markwood
Mr. and Mrs. William S. Richardson, Jr.
Mr. and Mrs. Thomas W. Schleicher
Mr. Carl M. Slate II

Patrons (\$250 – 499)

Mr. Mark A. Barth
Ms. Kathy A. Beattie
Ms. Natalie C. Bisger
Mr. Christopher J. Campbell
Mr. John C. Clark
Mr. and Mrs. Michael A. Hartenberg
Mr. and Mrs. Alexander J. Kay III
Mr. and Ms. Joseph Maslanka
Ms. Jean McRae
Mrs. Josephine J. Miller
Mr. and Mrs. Earl J. Reber
Ms. Autumn A. Richardson
Ms. Goldie K. Taylor
Mr. and Ms. Paul W. Walaskay
Ms. Marsha G. White
Mr. and Mrs. Daniel L. Williams, Jr.
Elizabeth K. Wilson
Ms. Evelyn E. Wright

Friends (up to \$249)

Ms. Alma Andree
Ms. Timiro Abdi
Mr. Tony Arrington
Ms. Nancy Balcaceres
Mr. and Mrs. Frank H. Bark
Terry M. Barrett
Mr. Shawn Beattie
Mrs. Mary Ellen Berry
Ms. Megan Berry
Mr. and Mrs. Richard L. Bidwell
Ms. Linda Borum
Ms. Kelly E. Bowman
Mrs. Caroline Y. Brandt
Mr. Aaron Brown
Ms. Stephanie Brown
Mr. and Mrs. Wilmot J. Brown
Ms. Crystal Burton
Ms. Lisa Baker
Mr. Antonio Barbour
Ms. Lindsey F. Barden
Mr. and Mrs. Francis E. Barrett
Ms. Susan Baxter
Ms. Phyllis Bubanji
Ms. LaTonya R. Cain
Mr. Doug Carden
Ms. Elizabeth Capps
Ms. Sonia Carmone
Mr. Richard H. Carr, Jr.
Mr. Sampson Clark

Our **Work** Together Changes Lives

Mr. David S. Cohn, Esquire
Ms. Francine Coleman
Mr. Dylan Correia
Mrs. Susan S. Crockett
Ms. Danielle Cronin
Mr. and Mrs. James A. DeBlasio
Lou and Kristina Derderian
Ms. Betty Ann Dillon
Mrs. Gayle N. Donovan
Ms. Sophia Doumbia
Ms. Helen D. Dow
Mrs. Mary Lou B. Elliotte
Ms. Fannie D. Evans
Mr. Oluseun Finnih
Mr. and Mrs. Gene R. Francke
Steven Freundlich
Ms. Leslie Gleue
Mr. and Mrs. William P. Forbes
Mr. and Mrs. Michael Ghidotti
Mr. Stuart V. Grandis
Ms. Virginia Greene
Mr. Lloyd A. Green
Ms. Robin Hamlin
Mr. Alex Hargraves
Ms. Charlotte F. Harris
Ms. Lorinda Harris
Lucy Harvie
Ms. Cecilia Herrmann
Mrs. Doris M. Hickman
Mr. and Mrs. J. Robert Hicks, Jr.
Ms. Theresa Hite-Gorman

Ms. Ruby Holcomb
Mr. and Mrs. David O. Holman
Mr. and Mrs. George Howell
Mr. William E. Hurst Jr.
Mr. Charles Ingram
Mr. Willie Jones
Ms. Paula R. Jones-Jackson
Mr. and Mrs. James P. Kastelberg
Mr. Bob Kennedy
Mr. and Mrs. Dale L. Kennedy
Ms. Antoinette L. Kidd
Ms. Christine Kilgore
Mr. Shawn Lawson
Mr. and Mrs. W. F. LaVecchia
Mr. Jerome N. Levine
Mrs. Honesty Liller
Ms. Courtney B. Link
Mr. J. Charles Link
Ms. Kecia Lopes
Ms. Kimberly S. Loveland
Mr. Joseph Lyons
Ms. Doris Martin
Mr. Michael L. Mayo
Ms. Lisa McAlexander
Ms. Marcia L. Meekins
Mrs. Amy Rybar Menefee
Mr. and Mrs. Hugh C. Miller
Mrs. Jayme L. Mika
Mr. DeQuane Monroe
Mrs. Linda Moran
Gray Morris

Mr. Matthew Morris
Ms. Evelyn Munden
Ms. Martha C. Murdock
Mr. G. Paul Nardo
Ms. Jacqueline Niblock
Ms. Joanne H. Peterson
Mr. Thomas P. Owens
Ms. Deborah D. Quade
Mr. and Mrs. G. K. Queitzsch, Jr.
Mr. G. Everett Reveley
Ms. Angie Richmond
Ms. Jessica Roberts
Ms. Cassandra Roffin
Mr. Gilbert M. Rosenthal
Ms. Elizabeth W. Rountree
Ms. Melissa Samuel
Ms. Rosetta Sawyer
Mr. Tim Smallwood
Ms. Tori S. Smith
Ms. Janet P. Snellings
Ms. Karen Spruill
Ms. Mary L. Stagg
Mr. Orlando Starkes
Mr. Alan C. Stringer
Ms. Patricia A. Stuckey
Mr. Matthew Sullivan
Mr. Robert M. Tata
Ms. Anna Tiller
Ms. Saysha L. Tyson
Ms. Tracy Vines
Mr. Timothy D. Walker

Mr. Benjamin M. Wallace
Ms. Christina J. Wallace
Ms. Ethel Wallen
Mr. Scott Warren
Ms. LaShell Washington
Ms. Kay Wason
Mr. and Mrs. William J. Welstead, Jr.
Mrs. Tonya A. Whitlock-Robinson
Mr. and Mrs. S. Bruce Williams
Mr. Joseph Womack
Ms. Marjorie A. Woody
Reverend Cheryl Wright

In Memoriam **J. Stewart Bryan**

Stewart was a dedicated news-paperman and great influencer in our community. Stewart believed in the power of work and through his service to our Goodwill - as a Board member from 1978-1984 - he was instrumental in setting the strategy for our future. Stewart served as Board Chair in 1982.

In 1983, he was a member of the Board's Executive Search Committee that hired our current CEO, Charles Layman. His commitment did not end there as he continued to be a mentor to our leadership and a donor for our continued growth. We are grateful to J. Stewart Bryan and his family for their support of our mission throughout the years.



Our **Work** Together Changes Lives

Business and Industry

Keiter Certified Public Accountants
and Consultants
Lewis Media Partners
Sinclair & Associates Inc.
Stihl, Inc.
Cushman & Wakefield | Thalhimer

Employee Matching Gifts

Dominion Employee Giving Program
Travelers

Private Foundations and Associations

Durham Foundation
Westover South & Woods Civic Association
United Way of South Hampton Roads
United Way of Greater Richmond and Petersburg
United Way of the Virginia Peninsula

MEMORIAL GIFTS

In memory of Joanne R. Brinkley
by Derby D. Brackett
In memory of Bohn C. Lindemann
by Caroline Y. Brandt
In memory of Cecil McFarland
by Stewart and Lissy Bryan
In memory of Marjorie White
by Bernadine Doggett

COMMEMORATIVE GIFTS

In honor of Derby D. Brackett
by James R. V. Daniel III
In honor of Derby Brackett
by Mr. and Mrs. J. Randolph V. Daniel IV
In honor of Danielle Cronin
by Elizabeth Rountree
In honor of W. H. Daub, Jr.
by Betty Ann Dillon
In honor of Alexander J. Kay
by Alexander J. Kay III
In honor of Alexander J. Kay
by Mr. & Mrs. S. Bruce Williams
In honor of Alexander J. Kay
by Elizabeth K. Wilson
In honor of Hasan Zarif
by Mr. and Mrs. Robert H. Armstrong
In honor of Hasan Zarif
by Cecilia Hermann
In honor of "those lost by addiction"
by The McShin Foundation

Goodwill founder, Reverend J. Edgar Helms left a legacy that has positively impacted and transformed our communities through the power of work for more than 100 years. Consider leaving your legacy through a gift to Goodwill's Endowment Fund.

To learn more, please contact Danielle Cronin at 757-268-9405 or Danielle.Cronin@goodwillvirginia.org.

For 2016, we will build our fundraising efforts to raise the visibility of our work throughout the philanthropic community; collaborating with community partners, foundations, individuals and other non-profits to find sustainable solutions for our customers.

Officers

Chair of the Board
W. Scott Sims
Sandy Spring Bank

Vice Chair of the Board
Christopher E. Rouzie
Cushman & Wakefield/Thalhimer

Treasurer of the Board
J. Charles Link
Union First Market Bankshares, Retired

Assistant Treasurer of the Board
Thomas C. Kleine, Esquire
Troutman Sanders, LLP

Secretary of the Board
Maria P. Rasmussen, Esquire
McGuireWoods

Board of Directors

Benjamin C. Ackerty, Esquire
Hunton & Williams LLP

Lindsey F. Barden
The Rappaport Companies

William Berkeley
Deloitte Services LP

J. Morgan Davis
TowneBank

Joe S. Frank
David, Kamp & Frank, LLC

Dave A. Modena
firstSTREET

David Nelms
Warren Whitney

Bradford B. Sauer
C.F. Sauer Company

Donna Spurrier
Spurrier Group

Richard S. Sutton
Butler Lumber Company

Robert M. Tata
Hunton & Williams LLP

James W. Theobald, Esquire
Hirschler Fleischer

Shawnta Totten-Medley, Esq.
Dollar Tree, Inc.

Wesley H. Watkins
*Cherry Bekaert
Wealth Management, LLC*

Advisory Board

Brad Armstrong
Armstrong Partners

Malcolm W. Bates, CPM
Colliers International

David S. Cohn, Esquire
Troutman Sanders LLP

R. Russell Coleman, Jr., CPA
Cherry Bekaert LLC

Alex Kay, Jr.
Philip Morris, Retired

Marc Lockhart
MBL Enterprises, LLC

Tony Lovette
The Specialty Group

Malcolm M. Randolph
Richmond Primoid, Inc., Retired

Claire R. Shaffner
Long & Foster

Daniel W. Simmons
*Kentucky Fried Chicken
of Petersburg, Inc., Retired*

Thomas H. Tullidge, Jr.
Cary Street Partners LLC

James E. Ukrop
New Richmond Ventures

Gordon W. Wallace
Fleet & Associates

Gail P. Welstead, RN
Travelers Insurance Company, Retired

Daniel L. Williams
Richmond Corrugated, Inc.



In Memoriam

Gray Rawlings

Beloved Board member 2000 - 2012; Board Chair 2009 - 2010

Her devotion to our Goodwill and her commitment to our mission was only one example of her ability to change the lives of those around her. We will always remember her by continuing our work to serve others.

Our Locations

For a complete listing of our stores, attended donation centers, and Community Employment Centers throughout our territory, visit our website www.goodwillvirginia.org

Central Virginia Support Center

6301 Midlothian Turnpike
Richmond, VA 23225
Monday - Friday 8 a.m. - 5 p.m.
Phone: (804) 745-6300
Fax: (804) 276-6519

Hampton Roads Retail Operations Center

1911 Saville Row
Hampton, VA 23666
Monday - Friday 8 a.m. - 5 p.m.
Phone: (757) 248-9405
Fax: (757) 506-7696

New in 2015



Powhatan Retail Store
Powhatan County



Suffolk Retail Store (Relocation)
Suffolk





www.goodwillvirginia.org

