

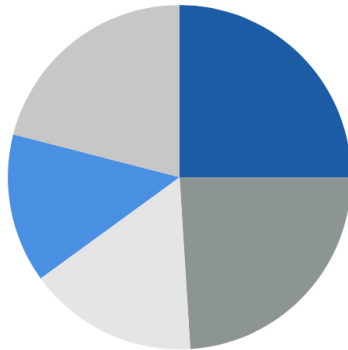


IMPACT 2017

Goodwill of Central and Coastal Virginia

8,435 New Job Seekers Served

- 439 Youth
- 396 Veterans
- 285 TANF Participants
- 239 Individuals with Documented Disabilities
- 1,070 Ex-Offenders



Enrollments By Age

- 16-24 (25%)
- 25-34 (24%)
- 35-44 (16%)
- 45-54 (14%)
- 55 and over (21%)

2,031 PLACEMENTS



with more than

1,100 EMPLOYERS



with an average hourly wage of

\$12.23

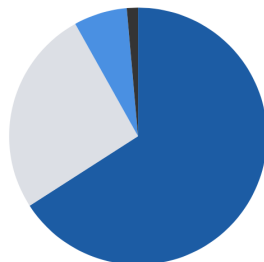
***98% of placements were with employers other than Goodwill**

Goodwill is a **SOCIAL ENTERPRISE** covering **39 CITIES AND COUNTIES** across Central and Coastal Virginia offering

- 5 Community Employment Centers
- 34 Retail Stores
- 2 Outlets and 1 Auction
- Government and Commercial Business Solutions (Janitorial, Logistics, Warehousing and Supply Fulfillment)
- Full-Service Staffing Agency
- E-Recycling Operation



CONTRIBUTIONS and REVENUE



- Donated Goods (65.90%)
- Contracts (26%)
- Fee for Services (6.70%)
- Philanthropy (1.40%)

575

individuals with disabilities received ongoing employment and support



20+

job training and career development programs funded through social enterprise revenues



40,000,000

pounds of household items, including electronics, kept out of landfills.



1,400

associates in retail operations, community workforce, government contracts, business development, and support roles.



Mission

Goodwill of Central and Coastal Virginia's mission is to create pathways to opportunities and success for job seekers facing challenges to work. These challenges include intellectual or physical disabilities; limited education, skills or work experience; language barriers; military veterans in transition; and individuals with criminal records seeking second chances. We deliver life-changing community workforce solutions, at no cost to participants, at our five Community Employment Centers and at partner organizations' sites. Valuable community and government partnerships--in addition to our social enterprises and public and private support--fuel Goodwill's mission.

Get Skills, Get Hired

Individuals facing challenges to work can access Goodwill's services through Community Employment Centers, Education for Employment programs, Vocational Services and Goodwill Staffing Solutions. More than 98% of job placements are with community employers in many industries; only 2% work for Goodwill.

Community Employment Centers / Job Readiness

Goodwill's Community Employment Centers are valuable resources for job seekers to discover their skills, get personalized support and train for sustainable careers. Career advisors, trainers and success coaches offer:

- **Employment Search Support** (career assessments, resume writing, interview coaching)
- **Job Readiness Training and Certification** (soft skills, technical skills, work/life skills)
- **Job Placement Services** (Active jobs database, job fairs and hiring events, on-site staffing agency, follow-up support)

Education for Employment

Goodwill provides a variety of education services and specialized training for job seekers to stand out to employers and prepare for entry into and/or upward mobility in the workforce. Wrap around services and job readiness training remove barriers to finding and retaining employment.

Vocational Services

Goodwill offers comprehensive community employment and training opportunities for individuals with disabilities. Vocational services offer a pathway for individuals to build and strengthen their work skills, and to obtain and retain employment while increasing their level of independence through supportive and integrated work environments. Goodwill has actively served this community for 90 years.

Goodwill Staffing Solutions

Goodwill Staffing Solutions, a full-service staffing agency, takes the headache out of finding qualified employees. Goodwill partners with employers to understand their needs, evaluate opportunities and determine solutions. We match job openings with qualified candidates who are ready to work and prepared to offer value. Goodwill Staffing Solutions offers additional services to employers including assisting new employees with their transition into a new job, on-the-job training, payroll and benefits management.

We believe that work is the foundation for empowering individuals, strengthening families and creating prosperous communities.



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