

# IMPACT 2018

GOODWILL OF CENTRAL AND COASTAL VIRGINIA



## CHANGING LIVES

6,868

Job Seekers Enrolled

1,644

Job Placements

410

Credentials Earned



**SNAPSHOT:**  
Individuals Served  
Through Goodwill  
Programs and Services

80% Black or  
African American

52% Female

2800 reported lack  
of GED / high  
school diploma or  
literacy barrier

193

TANF recipients  
enrolled in the  
Transition to  
Independence &  
Employment program

256

Youth enrolled in  
programs

9

Programs and  
Services

502

Disabled individuals  
participated in  
Vocational Services

285

Veterans enrolled in  
Community  
Employment Center  
services

## DONATED GOODS



40M

Pounds of household  
goods kept out of  
area landfills



870k

Pounds of electronics  
recycled



1.3M

Donations accepted at  
more than 75  
donation locations



2.9M

Retail transactions

## SOCIAL ENTERPRISE AT A GLANCE

5

Community  
Employment Centers

34

Retail Stores

2

Outlet Stores

2

Electronics Stores

200+

Live Auctions Annually

15

Government and Commercial  
Business Solutions (janitorial,  
Logistics, Warehousing, and  
Supply Fulfillment)

39

Cities and counties  
across central and  
coastal Virginia

1,360

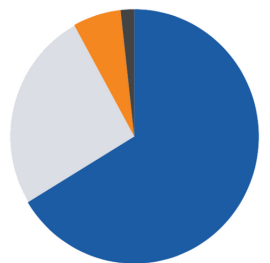
Goodwill associates,  
300 with disabilities

2M

Commercial  
square feet  
cleaned daily

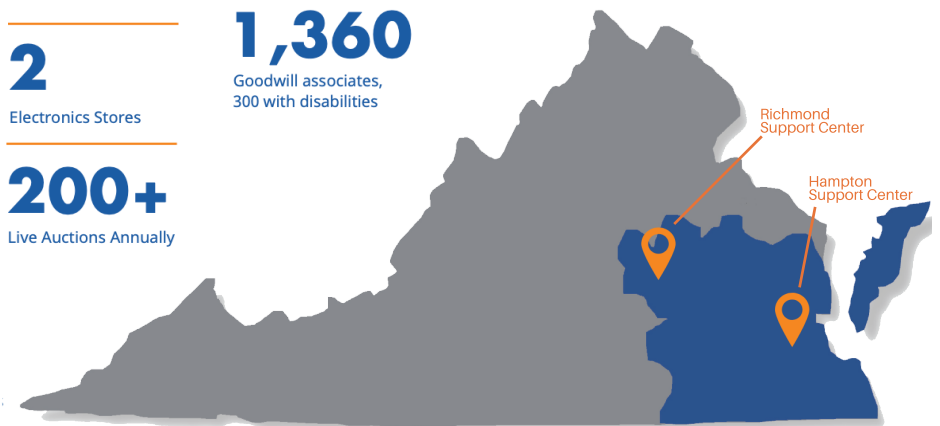
500k

Square feet of  
warehouse space  
maintained daily



### Revenue Sources

- Donated Goods (66.34%)
- Industrial Services (25.64%)
- Fee for Services (6.26%)
- Philanthropy (1.76%)



## Mission

Goodwill of Central and Coastal Virginia's mission is to change lives...helping people help themselves through the power of work. We believe that work is the foundation for empowering individuals, strengthening families and building prosperous communities. Mission services focus on job training and career development for persons with disabilities or socio-economic disadvantages.

Since 1923 we have delivered life-changing workforce solutions – at no cost to participants – through five Community Employment Centers and at partner organizations' sites. Social enterprises including retail thrift and industrial services, in addition to public and private support and community partnerships, fuel Goodwill's mission.

Individuals facing challenges to work can access Goodwill's services through our Community Employment Centers, Vocational Services and Education for Employment programs. Through a strong network of employers, we help job-ready candidates get on or up the career ladder.

### Core Workforce Components

#### 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)
- Wraparound support for job seekers to improve retention for employers

#### 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, 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. We offer supported employment and group supported employment to ensure ongoing stability and development.

#### 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.

#### How You Can Help:

When you support Goodwill, you help change the trajectories of peoples' lives for good. Here are ways you can help spread awareness and support for our mission:

- Donate gently used goods
- Shop and enjoy everyday low prices
- Make a monetary gift
- Hire a job-ready candidate from Goodwill
- Donate goods that your business, school or civic group no longer needs
- Host a donation drive
- Invite Goodwill to speak to your community group
- Attend a Goodwill Works behind-the-scenes tour

Learn more at [goodwillvirginia.org](https://goodwillvirginia.org).

Subscribe to the WorkMatters blog at <https://goodwillvirginia.org/workmatters/>

Subscribe to the GoodwillWorks newsletter at <https://goodwillvirginia.org/about/newsletters/>

## Get Skills, Get Hired

## Help Change Lives



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