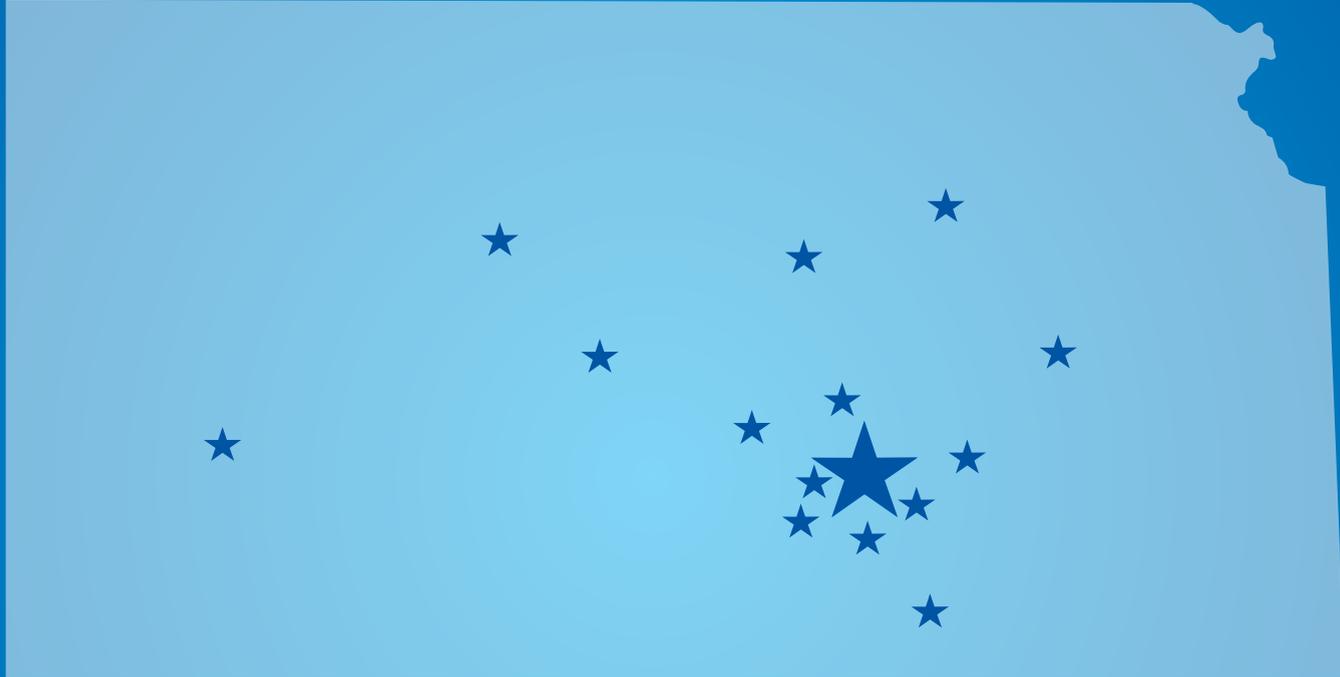




GOODWILL

CELEBRATING 60 YEARS IN KANSAS

60 YEARS OF GOODWILL IN KANSAS



Our mission is to provide opportunities for people with disabilities and other barriers to employment seeking independent and productive lives.

We're Celebrating!

Goodwill Industries of Kansas, Inc. is celebrating its 60th Birthday! And, while our general mission is the same now as it was in 1957, we have worked to keep up with the times while remaining true to our purpose. We've celebrated Goodwill's 60th Birthday in Kansas this year by introducing and expanding existing programs to better serve our communities.

For those with disabilities, new opportunities have emerged with the inaugural class of Project SEARCH – Cintas. Traditionally focused on those transitioning from high school, this program provides adults with disabilities the ability to participate in an internship, practicing a variety of skills on the job. To be hired, participants must first complete an assessment and formal interview and, for many, this is a first. The goal upon completion of the program is to help individuals find integrated employment in the community.

For those with education barriers, NexStep Alliance continues to evolve with changes in technology, legislation and the needs of adult learners. In order to better serve those seeking education, a satellite campus was added on the Wichita Area Technical College City Center Campus. The new location, while providing the same services, has made education a possibility for many who struggle with transportation.

For those who are still unsure of their career path, we again partnered with WATC to create the Future Maker Mobile Learning Lab. The lab introduces people to careers in Science, Technology, Engineering and Math – specifically high-paying, in-demand careers in Kansas – through virtual technology.

In order to continue to provide these levels of service, this year the retail staff worked to enhance the customer experience in each of the Goodwill retail stores and at ShopGoodwill.com. In addition, we expanded into Harvey County, opening our 19th store and donation center in Newton, which features a 24/7 locked donation drop box.

Finally, we opened Gray Willow Fashion Exchange, the country's first Goodwill-sponsored brick-and-mortar consignment store. At this store, anyone who wishes to earn a little cash on their items has the opportunity to set the prices and earn 50 percent of the sales. We tested the concept with a weekend sale in the spring and opened Gray Willow in Towne West Square on September 1.

Thank you, as always, for your support this year! We are proud to partner with you to provide purpose, pride and dignity through the power of work.



Emily Compton

Emily Compton
President & CEO



Tom Dondlinger

Tom Dondlinger
Board Chair

MEET DONTRAE

Developing life skills and job skills

Talk to Dontrae Brooks and it won't take long to discover that he loves his job working in the kitchen at the Sedgwick County Juvenile Detention Center. He's part of a small team, and he's learning to work efficiently within the fast-paced environment. The kitchen crew serves up more than 500 meals and snacks daily, serving two Wichita facilities.

For Dontrae's supervisor, Jessica Warrender, it's important that he communicate effectively, work efficiently, and carry out proper safety and cleanliness procedures. To help improve his organizational, social and communication skills, a Goodwill Employment Training Specialist provided on-the-job training.

"Dontrae has been a great success at his community job, including taking on more responsibilities, improving time management, maintaining consecutive attendance, and learning to communicate and handle problems better as they arise. He is well-liked and very helpful as a member of the team," Goodwill Employment Training Specialist Shonna Stringfellow said.

Jessica, Dontrae's supervisor, agrees that he has come a long way as he approaches two years in this position. He works about 12 hours a week prepping snacks and condiments, opening cans of fruit, unloading delivery trucks and dating items, washing dishes and taking out the trash.

"He is very dependable. He is very thorough about making sure the job is done correctly," Jessica said.

With the help of his Employment Training Specialist, Dontrae has matured, improved his communication skills and become more social. He's friendlier and makes sure that he speaks to everyone on his team during his shift. Dontrae understands the importance of working quickly. Improving his efficiency has allowed him to take on new tasks and made him a valuable team resource.

Dontrae's goals are to continue to become more efficient, take on more hours and expand his skills in the kitchen. He also plans to get a driver's license to gain independence.



In addition to his job at the juvenile detention center, Dontrae represented Goodwill at the 2016 NBC World Series in downtown Wichita. He stepped out of his comfort zone to greet fans with a loud "Programs! Get your programs here!"

BY THE NUMBERS

POWER OF WORK

338 people with disabilities and other barriers have developed job skills at Goodwill this year.

171 Goodwill employees with documented disabilities or other barriers have found success and become more independent through work in our contracts division while doing jobs like recycling donated items or preparing insulation for local aviation manufacturers. Read how Abby gained independence on pages 8-9.

106 clients received support services to get help with everything from budgeting and paying bills to hygiene and meal prep.

104 people were served and supported in the Goodwill community employment program. Read about Dontrae's success on pages 4-5.

EMPOWERING THROUGH EDUCATION

547 adults took the next step in their education and career with courses for GED prep, college-level certificates and English as a Second Language (ESL). These students were struggling to advance in the workplace or find a job due to lack of education — one of the greatest barriers to employment.

After achieving their academic goals, a transition coordinator helps students find employment in the community. Then they're able to support their families while improving our local economy. Read about Ashley's journey to becoming a nurse on pages 12-13.



Ruben and Troy are sorting and repackaging hats as a part of our skills development program. Goodwill partners with local businesses to provide contract work for people with disabilities and other barriers to employment. Ruben, Troy and their peers earn a paycheck while gaining purpose, pride and dignity.

MEET ABBY

Overcoming emotional barriers to shine

Abby Schofield's overwhelming anxiety led to using self-injury to cope when she was upset. Since joining the Goodwill skills development job training program for people with developmental disabilities, trained staff have helped her learn better ways to cope with her emotions. She has also made progress on her social skills including engaging in appropriate relationships and developing anger management and conflict resolution skills.

"I have learned more patience and gained more knowledge about the jobs that we do here. Working at Goodwill has made me more calm, relaxed and at ease," Abby said.

Her personal growth has opened new doors for job opportunities as well. Goodwill partners with businesses to provide contract work for Abby and other people with disabilities. They complete work like repackaging, kit assembly, labeling and more. Abby gladly takes on extra jobs when she can. She strives to be helpful to the Goodwill staff and often helps train other Goodwill program participants.

Armed with her improved social and job skills developed while working in the contracts division, Abby began working on the Goodwill mobile crew. What some might consider a stepping stone to Community Employment, the Mobile Crew allows Skills Development employees who are ready to explore work in the community to be transported to local Goodwill stores.

Under the supervision of a program specialist, Abby assists customers, rotates merchandise and more. This program has helped her get comfortable with working in the community, following a scheduled work plan and developing customer service skills.

"Abby has progressed a lot in her independence over the last couple of years," Program Manager Chadra Hill said. "She has a really great work ethic."

Abby's goals are to continue to improve her social and job skills, live on her own and get married.



CELEBRATING 60 YEARS

Although our mission remains the same as it was in 1957, Goodwill Industries of Kansas has grown and evolved to serve Kansans with disabilities and other employment barriers with new and innovative job training and education programs.



2016

OPENING A 19TH STORE, THE FIRST IN HARVEY COUNTY

The first Goodwill in Harvey County opened in Newton in December 2016, with plans to feature an on-site job training and life skills program for people with developmental disabilities.



1902

WHERE IT ALL BEGAN

Goodwill was founded in Boston's South End by Rev. Edgar J. Helms, a Methodist minister and early social innovator. Appalled by the harsh working conditions economically deprived families faced, Helms collected used household goods and clothing in wealthier areas of the city, then trained and hired those who were poor, often immigrants, to mend and repair the used goods. The goods were then resold or were given to the people who repaired them.

1957

BRINGING GOODWILL TO KANSAS

Goodwill Industries of Kansas incorporated as a nonprofit organization to serve the needs of Kansans with disabilities. Over the years, retail stores opened across the state to accept and sell donated goods, providing financial support for education and job training programs.



2014

EXPANDING EDUCATION SERVICES

Goodwill Industries partnered with Wichita Area Technical College to form NexStep Alliance, providing GED prep and English as a Second Language (ESL) classes at Goodwill's headquarters in northeast Wichita.

2017

Goodwill celebrated its 60th anniversary by launching new job training and education programs as well as a new retail concept to further support the mission.



2ND EDUCATION CAMPUS

To make its education program more accessible, NexStep Alliance expanded to a second campus at City Center, the Wichita Area Technical College campus south of Douglas and Grove near downtown Wichita.



MOBILE LEARNING

The Future Maker Mobile Learning Lab hit the road with a hands-on, interactive experience to expose Kansas students to high-demand technical careers in science, technology, engineering and math, ultimately leading more Kansans into careers in Aviation, Advanced Manufacturing and Health Sciences.



COMMUNITY PARTNERSHIPS

Goodwill took the lead on launching a new adult Project SEARCH program for people with developmental disabilities with partner company CINTAS in Wichita. Interns learn new skills over six months while earning a stipend. Upon graduating, they'll apply for jobs in the community.



CONSIGNMENT

Giving customers the opportunity to earn cash while supporting the mission, Goodwill Industries of Kansas became the first Goodwill in the nation to open a brick-and-mortar consignment store. Gray Willow Fashion Exchange features women's and men's clothing, shoes, accessories, handbags and small home decor.

MEET ASHLEY

Mom ready to help support growing family

Most people don't "plan" to drop out of high school, but sometimes life gets in the way. Ashley Higgins had good grades but she made some poor social decisions, which led her to quit high school. By the time she was 18, she was working two full time jobs. She continued to work all the way through her third pregnancy and stayed home after that to save on childcare.

"My husband did a really good job of supporting us," Ashley said. "He worked himself to the bone so we could afford to live in a small apartment."

When her three daughters were school age and Ashley was pregnant with her first son, she decided it was time to go back to school to get her GED. She had tried before but the online learning programs hadn't worked for her. She connected with Wichita Area Technical College, a partner with Goodwill in the NexStep Alliance GED completion program. Initially, she thought she'd get her GED and take an entry-level, minimum wage job to help make ends meet.

After the first session at NexStep, she gave birth to her son and a month later her husband was laid off from his job. They made sacrifices to keep her in school, with her husband taking odd jobs.

"It crossed my mind that I just needed to quit school and go get a job, but I knew it would be more beneficial to my family to continue," Ashley said.

She learned about the nursing program, made possible by the partnership with WATC, and couldn't pass up the opportunity. While working toward her GED, she also earned certificates: Certified Medical Assistant (CMA), Certified Nurse Aide (CNA), Home Health Aide (HHA) and CPR. She graduated the NexStep program in May 2017. After the couple's second son is born, she plans to continue her education at WATC to become a Licensed Practical Nurse (LPN).

"NexStep has given me financial security. It's helped my daughters strive to do well in school also. Because if I can do it, they can too. They've seen what we've struggled through and they know to keep working hard," she said.



Learn more about NexStep Alliance
at nexstepalliance.org.

DONATION & RECYCLING PROGRAMS

BY THE NUMBERS

SHOPPING FOR A CAUSE

1.1 MILLION

transactions in Goodwill stores across the state help provide programs and services for people with disabilities and other barriers to employment.

CHANGE FOR GOOD

\$161,154

was donated in the last year when shoppers rounded-up their purchases to the nearest dollar and donated the change. Since April 2013, Register Round-up has supported programs for people with disabilities and other barriers to employment.

GIVING NEW LIFE

382,170

donations were made to our stores, giving new life to discarded items and keeping everything from cars to clothes and furniture to home decor out of the landfill.

8.7 MILLION

pounds of unsold donations and other materials were repurposed or recycled, which creates additional jobs for people with disabilities or other barriers to employment.



Whether you're shopping or donating to Goodwill, attending an event or giving a monetary donation, you're also providing job training and education opportunities for people with disabilities and other barriers to employment like Pasong.

LEADERSHIP

Executive Staff Members

Emily Compton
President & CEO

Angela Bascue
VP of Retail Operations

Dave Chadick
VP of Industrial Services

Molly Fox
VP of Marketing & Development

Gayle Goetz
VP of Career Services

Mark Lewis
VP of Information Technology

Paula Page
VP of Human Resources

Greg Sandlin
VP of Administration & CFO

Curtis Tatum
VP of Workforce Development

Board of Directors

Tom Dondlinger, Chair
Rhonda Dennis, Vice Chair
Jimmy Martinez, Secretary
Stephanie Bowen, Treasurer
Cindy Carnahan

Vernon Dolezal
Lauragail Gamble

Marsha Geisert
Patrick Goebel
Bill Hanna (Emeritus)

Rob Harmon
Joe Johnson

Shawn Lancelot
Cub Marion

Bill Pickert
Alicia Thompson

Sheree Utash
Trish Voth-Blankenship

Tod Wawzysko

FINANCIAL RESPONSIBILITY

Goodwill strives to be responsible stewards of the resources that help provide opportunities for people with disabilities and other barriers to employment.

2016-2017 FINANCIALS

preliminary & unaudited

ASSETS

Current Assets:	
Cash	\$8,241,454
Short-Term Investments	\$790,583
Accounts Receivable	\$334,668
Prepaid Expenses & Other Current Assets	\$212,919
TOTAL CURRENT ASSETS	\$9,579,624
Non-Current Assets:	
Land, Building & Equipment	\$20,988,759
Other Non-Current Assets	\$1,490,228
TOTAL NON-CURRENT ASSETS	\$22,478,987
TOTAL ASSETS	\$32,058,611

LIABILITIES

Current Liabilities:	
Accounts Payable	\$276,377
Accrued Expenses	\$535,701
TOTAL CURRENT LIABILITIES	\$812,078
Non-Current Liabilities:	
Long-Term Debt	\$0
Other Non-Current Liabilities	\$1,002,425
TOTAL NON-CURRENT LIABILITIES	\$1,002,425
TOTAL LIABILITIES	\$1,814,503
Net Worth:	
Restricted Net Worth	\$37,631
Unrestricted Net Worth	\$30,206,477
TOTAL NET WORTH	\$ 30,244,108
TOTAL LIABILITIES & NET WORTH	\$ 32,058,611

INCOME STATEMENT

Revenue:	
Public Support & Revenue	\$381,779
Facility-Based Contracts	\$1,121,505
Retail Program Revenue	\$15,423,751
Programs & Services	\$2,126,617
Other Revenue	\$20,991
TOTAL REVENUE	\$19,074,643
Expense:	
Public Relations & Development	\$418,106
Retail Program & Transportation	\$11,212,712
Facility-Based Contracts	\$1,687,067
Programs & Services	\$1,953,789
Management & General	\$1,826,656
TOTAL EXPENSE	\$17,098,330

Goodwill Industries of Kansas, Inc. self-funds the majority of employment and training program expenses through sales of donated goods and contract work. The financial statements represent unaudited figures for fiscal year 2016-2017.

COMMUNITY SUPPORT

Through education, training and work, we give people purpose, pride and dignity. That would not be possible without the hundreds of people like you who made personal and corporate donations to our cause in the 16-17 fiscal year (9.1.16-8.31.17). Together, we are changing lives, changing communities and changing our world.

Kelly Abbey
Craig & Stacey Ablah
Abode Venue
Chris & Susan Addington
Advertising Images
Chris Alexander
All Paws Pet Center
All Star Sports
Allen Gibbs & Houlik, L.C.
Aloft Hotels
Aaron & Stephy Anderson
Christopher O. Antolin
Apples & Arrows
Bret Q. Armstrong
Mickey Armstrong
Danny & Rhonda Armstrong
Ashley Bass Photography
Aspen Boutique
Amanda Bair
Bank of America
Marsha Barnes
Don & Lora Barry
Brian & Angela Bascue
Be Amazed Carpet Cleaning
Stanley & Vivian Benson
Brad & Patti Biddle
BKD CPAs & Advisors
Cindy Black
Bocco Deli
Jim & Joan Bourn
William & Stephanie Bowen
Kendra Brown
David & Na Keya Bruner
Bubba's 33
Robert & Martha Buford
Lynda Butler
Lanny Butner
Camp Wood YMCA
Capitol Federal Foundation
John & Cindy Carnahan

The Carnahan Group
Carousel Skate Center
Bradley & Renee Cartwright
Cassandra Bryan Design
Chick-fil-a
Christopher Clark
Photography
Classic Real Estate, Inc.
Cocoa Dolce Artisan
Chocolates
Kevin Colborn
Michael & Charlotte Combs
Emily Compton
Paula Cooper
Corporate Caterers of
Wichita
Cosmosphere International
SciEd Ctr & Space Museum
Costco
Dan Cramer
Rachel Cramer
Sherry Currie
James R. Daniels
J.R. & Rhonda Dennis
Bill & Alta DeVore
Ken Dick
Dickey's Barbecue Pit
Vernon & Marlo Dolezal
Tom & Colleen Dondlinger
Dondlinger Construction
Brooklene M. Donley
Paula Dorsey
DoubleTree by Hilton
Wichita Airport
Whitney Dye
Paul Eberhardt
Eck Monument
Marie Elder
Epsilon Sigma Alpha
Foundation

Epsilon Sigma Alpha -
Kansas State Council
Exploration Place
Frank & Martha Fair
Families Together, Inc.
The Farris Wheel, LLC
Fireshark Gaming
Fit Physique Fitness Center
Jenna L. Flores
Foulston Siefkin LLP
Terri Fowler
Molly Fox
Fox Fitness: Brazilian Jiu-
Jitsu
Joe & Sandee Francel
Freddy's Frozen Custard &
Steakburgers
Sue Friedel
Frou Frou
Fugate Enterprises
Lauragail Gamble
Arthur & Kimberly Garci
Sharon Garrison
Jim & Jane Garvey
Patricia Gealy
Marsha Geisert
Gilding the Lily
Glazing Grace Stoneware
Goebel Family - Star
Lumber & Supply
Joe & Gayle Goetz
Greater Wichita YMCA
Grene Vision Group
Robert Guliford
Jared Hammans
John & Cathy Hammans
Paul & Phyllis Hampel
Sharon A. Hamric
Bill Hanna
Rob & Laura Harmon

JR & Megan Harper
Alex Heaton
Leon Heinrich
High Touch Technologies
Hilton Garden Inn
Janet Hindman
Homewood Suites by Hilton
at the Waterfront
Hopping Gnome Brewing
Company
Hotel at Old Town
Steve & Susan Houlik
Jacob & Jennifer Humbolt
iHeartMedia
Il Vicino Wood Oven Pizza
In the Bag Cleaners
Integrated Facilities Group
INTRUST Bank
INTRUST Bank Arena
Kevin Jenks
Bradley & Ginny Johnson
Janet Johnson
Joe Johnson
Johnson's Garden Centers
Heather Jones
Jose Pepper's Mexican
Restaurant
K Lane's Boutique
Kacy Meinecke
Photography
Kansas Humane Society
Kansas Photoboosts
Kansas Spine & Specialty
Hospital
Kansas Star Casino
Kathleen F. Keeney
Becky L. Kelley
Richard & Hannah Kerschen
Sharon Kincaid
Kevin Kitchen-McKinney

Russell & Sue Klick
Ric & Darlene Knorr
Koch Industries
Konza Media Group
Ryan & Katie Kremer
KWCH/KSCW
Kwik Shop
Martika E. Lawrence
Paula Leatherman
Sarah Leftwich
Mark & Michelle Lewis
Luke & Jan Lindsay
Cheryl Llamas
Lucky Rhinestone
Boutique
Jay & Tina Luper
Vickie Maness
Neil Marcus
John & Carmel Marion
Diana Mark
Jimmy & Erica Martinez
CD Menefee-Anderson
Ann Merrett
MidAmerican Credit
Union
Michelle Morales
Sonja H. Morris
Music Theatre Wichita
Network for Good
Barb Newman
Nothing Bundt Cakes
Diane Nowak
Old Chicago
Morgan Owens
P.F. Chang's China
Bistro
Ed & Renee Pack
Paula Page
Paige Estes Memorial
Foundation
Jennifer Parker
Parsnipity Café

Paul Bowen Photography
Katherine Pauly
Brett Perry
Pinot's Palette and
Beyond Napa at Rock
Island Studios
Play it Again Sports
Shelly Prichard
Krista Probst
Don & Debi Pufahl
Radical Bubbles LLC
Jeannie F. Reddoch
Dean & Jessica Rhein
Trevor S. Richards
Gary & Sherry Roberts
Christy Rudrow
Sam's Club
Saint by Sarah Jane
Allie Sanders
Greg & Clea Sandlin
Elizabeth Satterly
Schaefer Johnson Cox
Frey Architecture
Rhonda Schulze
Phyllis Scott
Joell Seaman
Brent & Tamara Sexton
Chris Shank &
Anna Anderson
John & Carol Lee Shearer
Debra Shiney
Debra Shoffner
Mark Shreve
Slumberland
John & Jane Smart
Nikki Smart
Connie Sneeringer
Southmoreland on the
Plaza
Spangles
Specs Eyewear
Spirit AeroSystems

Rich & Liz Stafford
Stanley Steemer
Stacey Steffes
Tallgrass Film Festival
The Cleaning Authority
The LBD, Etc.
The Popcorner
The Spice Merchant
Reginald & Alicia
Thompson
Texas Roadhouse
Total Printing Solutions
Tree Top Nursery
Carrie Trieschman
Truffles Catering
Two Guys Bow Tie
Company
USD 259 Wichita
USI Insurance Services,
LLC
David & Sheree Utash
Charlene VanBurkleo
Paula Varner
Vornado Air
Ann Waltermire
Will & Kecia Warren
Tod & Mary Wawzysko
William & Rebecca
Weeks
Westar Energy
Wichita Area Technical
College
Wichita Dental Group
Wichita Independent
Business Association
Wichita State University
Wichita Symphony
Orchestra
Lavonta Williams
Wyldewood Cellars

WAYS TO GIVE

For 60 years, Goodwill has supported people with disabilities and other barriers to employment by providing education and job training opportunities. These programs give them purpose, pride and dignity. Here's how you can support our cause:

- Give a monetary donation.
- Name Goodwill as a beneficiary. It's easy using your retirement plan, estate plan, life insurance or will.
- Donate household items, furniture, clothes and accessories, dishes and kitchen items, toys and books, or a car.
- Shop in our stores and online at shopgoodwill.com/ks.
- Hire one of our program graduates.
- Partner with our contracts division on projects like repackaging, kit assembly, labeling and more.
- Tell others about our programs.
- Take a tour or schedule a free speaker for your group.
- Attend or sponsor one of our annual events like Cajun Food Fest during the Wichita River Festival, Blue Jean Bingo in April or the Annual Celebration in October.

Contact Molly to learn more at mfox@goodwillks.org.

Individuals and Corporations that gave \$2,000 or more during the 16-17 fiscal year are a part of the Helms Society, named for Edgar J. Helms, Goodwill Industries, Inc. founder.



Gray Willow Fashion Exchange

4600 W. Kellogg Dr., Wichita
Towne West Square

Thursday

10:00 a.m. – 5:00 p.m.
consignor drop-off only

Friday

10:00 a.m. – 9:00 p.m.

Saturday

10:00 a.m. – 9:00 p.m.

Sunday

Noon – 6:00 p.m.

graywillowfashion.com

