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GOODWILL INDUSTRIES OF KANSAS 2015-2016  
**ANNUAL REPORT**

[goodwillks.org](http://goodwillks.org)

# OUR MISSION

**To provide education and job training opportunities for people with disabilities and other barriers to employment.**

## IGNITE THE LIGHT

Nearly 60 years ago, Goodwill Industries of Kansas set out to change the lives of people with disabilities and other barriers to employment through job training and education opportunities. Whether it's a person with a developmental disability learning a new skill while improving social interaction or a single mom going back to school to earn her GED, these programs and our staff ignite the light within the people we serve to help them reach their full potential.

And yet, at the same time, these program participants ignite the light in us — in both our staff and our volunteers — because we see the struggles and obstacles that they overcome, we see the pride they take in their work and, together, we celebrate every single victory no matter how big or small the size.

Changing lives ignites a passion in all of us to do our part in fulfilling the Goodwill mission. That passion has led us to seek out new opportunities to expand our mission. This year, we launched a new brand and website to promote a line of apparel and business services — [edgarjamesapparel.com](http://edgarjamesapparel.com). We also broke ground on the Newton Goodwill Store and Program Center where people with developmental disabilities will develop job skills in a retail setting.

Over the last year, thousands of people have developed new job skills, earned a GED, learned English or received assistance with everything from budgeting and paying bills to meal prep and hygiene, all thanks to people like you who support us through monetary gifts, donations of goods and by shopping in our stores. In doing so, you are igniting the light every day.

Sincerely,

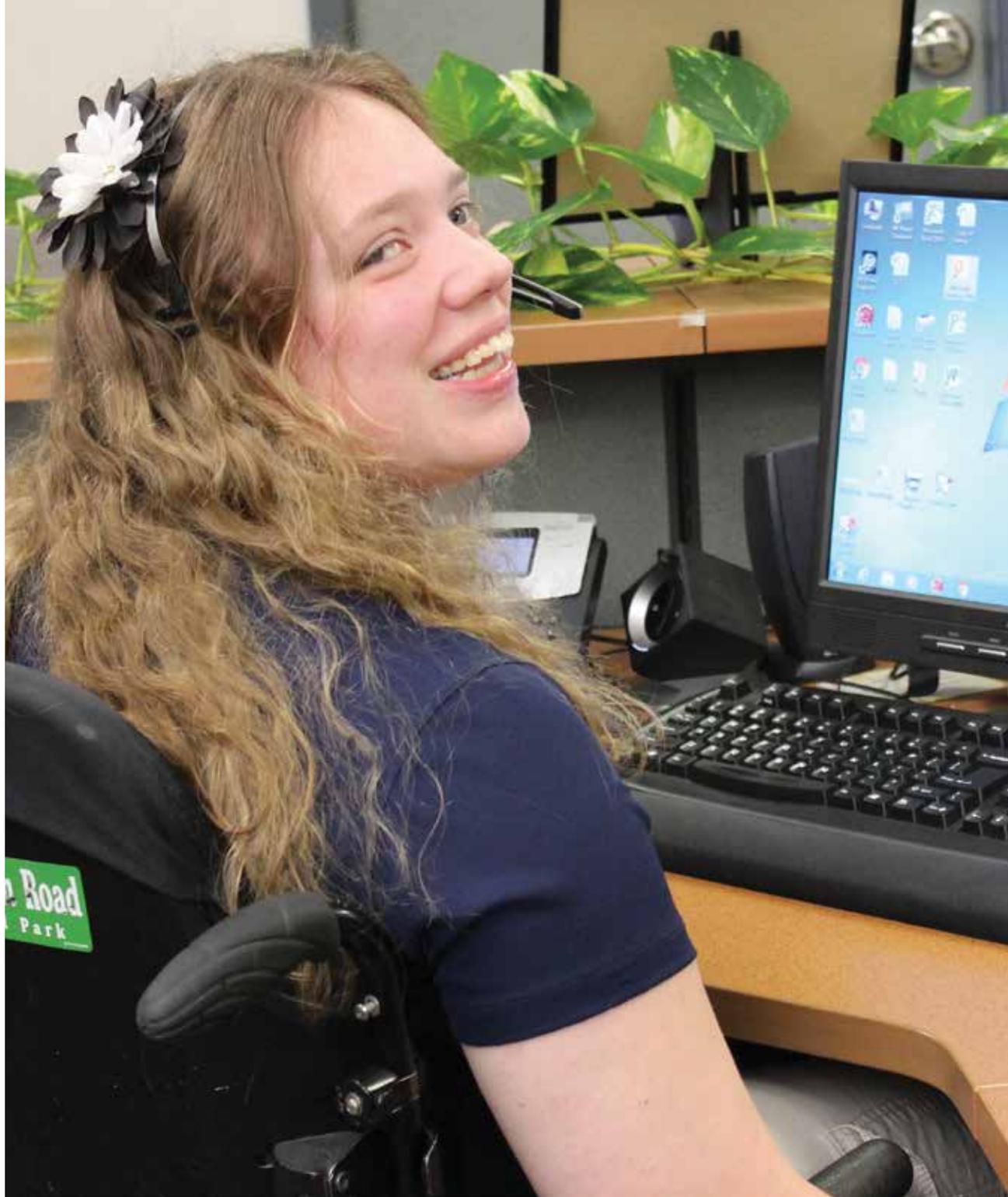


Emily Compton  
*President & CEO*



Tom Dondlinger  
*Board Chair*





# MEET ALEXIS

## Positive outlook carries her through life

When Alexis Armstrong was diagnosed with Cerebral Palsy at the age of three, the doctor said her personality would get her through life. Alexis has proven that to be true by overcoming any obstacles in her way, showing that she could live life on her own terms and not at the mercy of a disability.

As an adult, Alexis wanted to be an active part of her community, and she thought working would allow her to be social while developing new skills. To help her find the right job, Alexis and her family turned to Goodwill.

**“I just felt like Goodwill gave her the best opportunity to succeed,” Alexis’ dad, Danny Armstrong, said.**

In Goodwill’s Community Employment program, an employment training specialist provides support to people with disabilities or barriers to employment who are seeking a job. Each person is unique, and the Goodwill staff take the time to get to know every job candidate in order to connect them with the right local business.

From the application and interview to on-the-job training and follow-ups, Goodwill staff provide support to both employee and business every step of the way.

When Alexis landed a job with Families Together, a local nonprofit who provides services for families and their children with disabilities, it was the perfect match. Executive Director Connie Zienkewicz encourages other businesses to look for ways to incorporate people with disabilities into their workforce and wanted to do the same at Families Together.

“We’re here to look for the ability in people and to find the niche that they can fill to make our organizations or our businesses better at what we do,” Connie said.

Now Alexis is the face of the Families Together Wichita office, answering the phones and greeting clients in addition to completing other administrative work.

“My favorite part of working here is to be around families that have kids with CP and other disabilities. I am excited to be able to help people like me,” Alexis said.

## JOB TRAINING & EDUCATION PROGRAMS

# BY THE NUMBERS

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### POWER OF WORK

**328** people with disabilities and other barriers have developed job skills at Goodwill.

**162** 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.

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

**87** people were employed in the community with the help of Goodwill, including Alexis (see her story on pages 4-5).

### EMPOWERING THROUGH EDUCATION

**459** 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.



Brandon is testing space heaters 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. Brandon and his peers earn a paycheck while gaining purpose, pride and dignity.

# MEET EDGAR

## Overcoming addiction for a bright future

Just a year before giving a speech to his classmates at graduation, Edgar Costilla hit his breaking point.

“My situation before NexStep was pretty intense,” he recalled. He had dropped out of high school to help make ends meet. Over the years, he would take jobs that required him to work long hours. He formed a drinking habit which grew into an addiction.

Recognizing that the alcoholism was becoming a problem in his life, Edgar traded one vice for another. Soon he was addicted to drugs and life was spiraling out of control. He hit rock bottom after suffering from a psychotic break, but that’s when his life started to turn around.

He sought treatment and, after completing it, decided to go to NexStep Alliance to earn his GED. A partnership between Goodwill and Wichita Area Technical College, NexStep provides the opportunity to earn a GED with the option to take college level classes and pursue a professional certificate.

“Once you’ve fallen down, it is hard to get back up again,” Edgar said. But NexStep staff were there to support him. Success is often not a straight line, and that rang true for Edgar as over the years he had tried and failed more than once to earn his GED. Finally, for the first time, he decided to put school first and succeeded.

**“Really the thing that set Edgar apart from day one was his focus, was his commitment to his education, his enthusiasm and his energy that he poured into it,” Instructor Joseph Kester said.**

On his fourth attempt, Edgar passed the GED exams. As he celebrated a year clean and sober, he addressed his classmates at the NexStep Alliance graduation ceremony. That proud moment is only the beginning of his story. He’s continuing his education at WATC and is exploring careers in communications like videography and design.

Now, life is intense, but in a good way. Now, anything is possible.



Learn more about NexStep Alliance  
at [nexstepalliance.org](https://nexstepalliance.org).

## DONATION & RECYCLING PROGRAMS

# BY THE NUMBERS

### SHOPPING FOR A CAUSE

## 1.14 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

## \$163,748

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

## 367,845

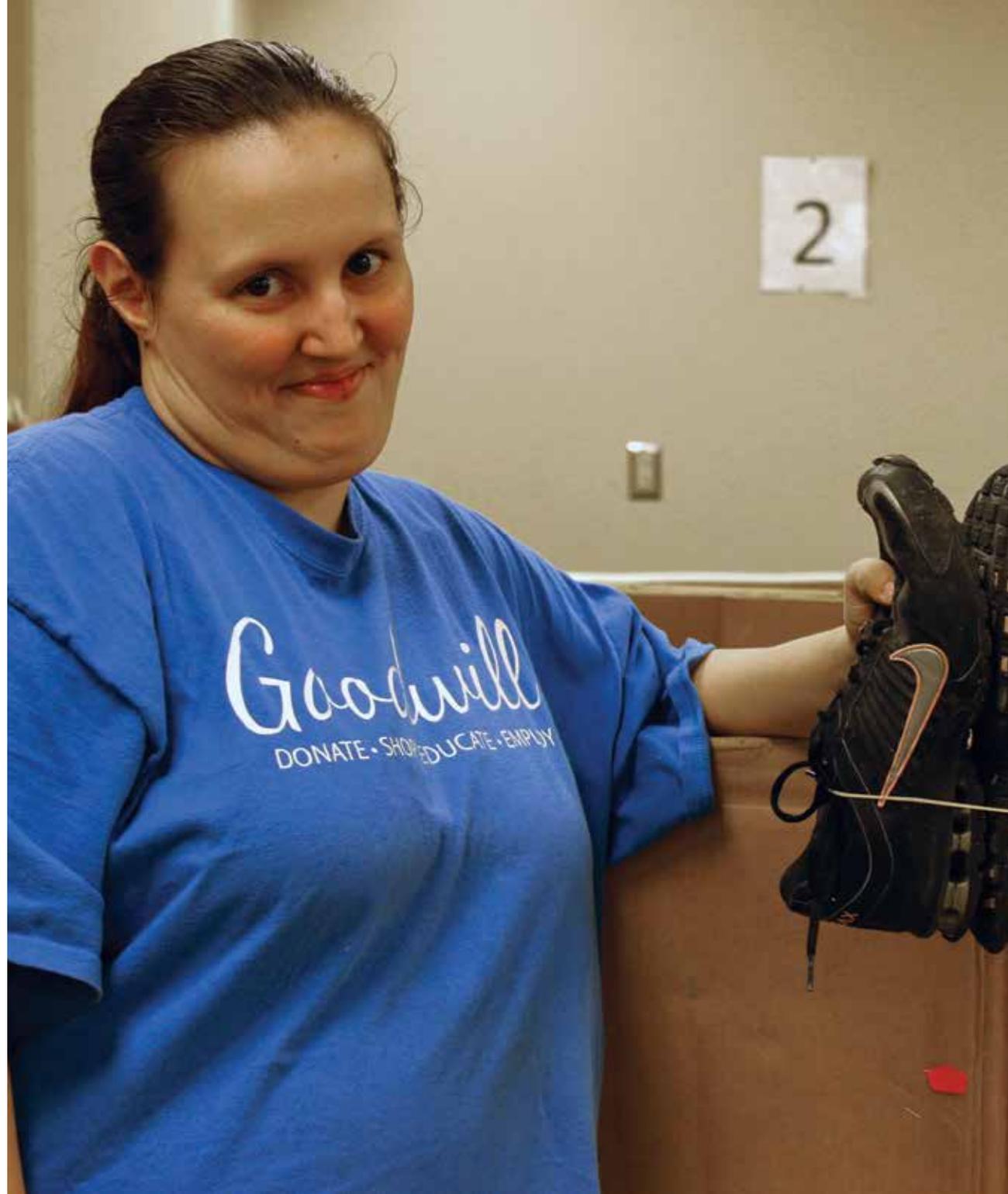
donations were made to our stores, giving new life to your discarded items and keeping everything from cars to clothes and furniture to home decor out of the landfill.

## 1.1 MILLION

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



If you've ever shopped at Goodwill or dropped off a donation, give yourself a pat on the back. Not only are you keeping your stuff out of the landfill, but when you shop and donate at Goodwill, you're also providing job training and education opportunities for people with disabilities and other barriers to employment.



# MEET JESSICA

## New mom changes life perspective

When Jessica Farnsworth first came to Goodwill to work in the skills development program, she had very low self-esteem and issues with anger, behavior and trusting others. She had a hard time focusing on work and getting along with her peers and staff.

Her attitude and work ethic soon began to improve. After giving birth to her daughter, Brianna, Jessica gained a whole new perspective on life and, with that, her priorities shifted. Not only has she learned the value of earning a paycheck, but she's also become more responsible with her money in order to help care for her daughter.

With a greater appreciation for her job, Jessica really focuses on her work and her improved work ethic hasn't gone unnoticed. The change in attitude has helped her get off her behavioral support plan, and she's opened up with her coworkers and the staff.

"She has learned how to be vulnerable and trust the staff. She's allowed them to assist her with things by actually telling them what she needs, asking advice for problems," Program Manager Chadra Hill said.

The staff's dedication is something that Jessica appreciates, she says.

**"They worked and worked and worked with me and didn't give up on me," Jessica said.**

With this newfound perspective, Jessica has gained confidence and become more independent. Her goals are to be her own guardian, gain a driver's license to improve her transportation situation, and eventually find a job in the community.

Her main focus, she says, is to raise a happy and healthy girl.

"She's just my pride and joy," Jessica said with a grin from ear-to-ear. "Her laugh and her giggles just make me happy."

# GET QUALITY, GIVE PURPOSE

To further Goodwill's mission, a new brand and website was launched to promote a line of apparel and business services.

Goodwill Industries of Kansas, Inc. established Edgar James Apparel, inspired by the nonprofit's founder Rev. Edgar J. Helms. When you purchase apparel or contract with Edgar James, more than 90 cents of each dollar will knock down barriers to employment and help our employees with disabilities gain purpose, pride and dignity through the power of work.

Product sales and contracts for services will further Goodwill's mission of providing job skill development opportunities to help people lead independent, productive lives. We proudly employ people with various employment barriers to complete cut and sew orders, produce quality apparel, and provide a variety of business services.

As one of EJ's first initiatives, we are donating animal print hospital gowns to the new Wesley Children's Hospital in Wichita, Kan. (pictured, top right).

**Visit us online to learn more and connect with us on Facebook for the latest EJ news and contests.**

**[edgarjamesapparel.com](http://edgarjamesapparel.com)**

**[facebook.com/edgarjamesGW](https://facebook.com/edgarjamesGW)**



# 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

Melissa Dick  
Vernon Dolezal

Lauragail Gamble  
Patrick Goebel  
Bill Hanna (Emeritus)

Dixie Harris  
Blair Horner

Joe Johnson  
Cub Marion

Dave Murfin  
Alicia Thompson

Sheree Utash  
Patricia Voth

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.

## 2015-2016 FINANCIALS

preliminary & unaudited

### ASSETS

<b>Current Assets:</b>	
Cash	\$7,497,606
Short-Term Investments	\$783,195
Accounts Receivable	\$301,651
Prepaid Expenses & Other Current Assets	\$149,312
<b>TOTAL CURRENT ASSETS</b>	<b>\$8,731,764</b>
<b>Non-Current Assets:</b>	
Land, Building & Equipment	\$20,443,247
Other Non-Current Assets	\$1,407,001
<b>TOTAL NON-CURRENT ASSETS</b>	<b>\$21,850,248</b>
<b>TOTAL ASSETS</b>	<b>\$30,582,012</b>

### LIABILITIES

<b>Current Liabilities:</b>	
Accounts Payable	\$571,504
Accrued Expenses	\$896,849
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$1,468,353</b>
<b>Non-Current Liabilities:</b>	
Long-Term Debt	\$0
Other Non-Current Liabilities	\$845,864
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>\$845,864</b>
<b>TOTAL LIABILITIES</b>	<b>\$2,314,217</b>
<b>Net Worth:</b>	
Restricted Net Worth	\$35,631
Unrestricted Net Worth	\$28,232,164
<b>TOTAL NET WORTH</b>	<b>\$28,267,795</b>
<b>TOTAL LIABILITIES &amp; NET WORTH</b>	<b>\$30,582,012</b>

### INCOME STATEMENT

<b>Revenue:</b>	
Public Support & Revenue	\$323,058
Facility-Based Contracts	\$1,028,384
Retail Program Revenue	\$15,276,375
Programs & Services	\$1,730,584
Other Revenue	\$27,466
<b>TOTAL REVENUE</b>	<b>\$18,385,867</b>
<b>Expense:</b>	
Public Relations & Development	\$326,018
Retail Program & Transportation	\$11,159,608
Facility-Based Contracts	\$1,660,953
Programs & Services	\$1,878,650
Management & General	\$1,804,417
<b>TOTAL EXPENSE</b>	<b>\$16,829,646</b>

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 2015-2016.

# 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 make personal and corporate donations to our cause. Together, we are changing lives, changing communities and changing our world.

Abode Venue  
David and Flossie Alexander  
Paula Alexander  
Allen, Gibbs & Houlik , L.C. \*  
Buck and Gladys Alley  
Aaron Anderson and Stephy Shutt  
Thornton Anderson \*  
Bank of America \*  
Don and Lora Barry \*  
Brian and Angela Bascue  
Fred Berry  
BJ's Restaurant & Brewhouse  
Bocco Deli  
Larry and Sue Booze  
Jim and Joan Bourn  
William and Stephanie Bowen  
Robert and Martha Buford \*  
Café Maurice  
Joanne Cambron  
Capitol Federal Foundation \*  
John and Cindy Carnahan  
Classic Real Estate, Inc.  
Michael and Charlotte Combs  
Emily Compton  
Costco Wholesale  
James R. Daniels

Deanos Grill & Tapworks  
Bill and Alta DeVore  
Ken Dick  
Shane and Melissa Dick  
Paul and Ruth Dillon  
Dillons  
Vernon and Marlo Dolezal  
Dondlinger Construction, Inc. \*  
Brooklene M. Donley  
Angie Dye  
Whitney Dye  
Epsilon Sigma Alpha Foundation \*  
Epsilon Sigma Alpha - Kansas District D #Z690  
Epsilon Sigma Alpha - Kansas State Council  
Epsilon Sigma Alpha BETA BETA No. 4686  
Martha Fair  
Jenny L. Flores  
Foulston Siefkin LLP \*  
Terri Fowler  
Molly Fox  
Jason and Lauragail Gamble  
Jim and Jane Garvey  
Goebel Family - Star Lumber & Supply \*  
Joe and Gayle Goetz

Sam and Charlotte Goode  
Jack and Mary Graham  
James Grier III  
Robert Guliford  
Don Hall  
Jared and Megan Hammans  
John and Cathy Hammans  
Bill Hanna \*  
JR and Megan Harper  
Janet Hindman  
Blair and Jody Horner \*  
Steve and Susan Houlik \*  
iHeartMedia, Inc.  
Il Vicino Wood Oven Pizza - Bradley Fair  
Integrated Facilities Group  
INTRUST Bank  
Kevin Jenks  
Bradley and Ginny Johnson  
Janet Johnson  
Jose Pepper's Border Grill & Cantina  
Kathleen Keeney  
Becky L. Kelley  
Richard and Hannah Kerschen  
Ric and Darlene Knorr \*  
Koch Industries \*  
KWCH/KSCW/KDCU TV

Martika E. Lawrence  
Ken Lehrman and Geri Appel  
Mark and Michelle Lewis  
Mike and Cheryl Llamas  
Jay and Tina Luper  
John and Carmel Marion  
Kenetta Markelionis  
James and Keelie McCray  
Ann Merrett  
Jim and Susan Meyer  
Mid American Credit Union  
Teresa Moore  
Lily T. Nguyen  
Charmaine Nichols  
Old Chicago Pizza and Taproom  
Teresa V. Ottman  
Steven L. Overstreet  
Joe and Laura Phillips  
Bill and Traci Pickert \*  
The Popcorner  
Todd Ramsey  
Jake Ramstack  
Jeannie Reddoch  
Trevor S. Richards  
Right Recruiting, LLC  
Reverie Coffee Roasters  
Gary and Sherry Roberts  
Janice C. Rocheleau \*  
Glen and Cindy Rodman  
Greg and Clea Sandlin  
Elizabeth Satterly

Schaefer Johnson Cox  
Frey Architecture \*  
Phyllis Scott  
Joell Seaman  
Chris Shank and Anna Anderson \*  
John and Carol Lee Shearer  
South Seneca Car-Care  
The Spice Merchant  
Rich and Liz Stafford  
Sally Tarvestad  
Sam's Club  
Rosheila Thompkins  
Stephanie Torres  
Total Printing Solutions, Inc.  
Truffles Catering  
Paula Varner \*  
Luke Vestering  
Trish Voth-Blankenship \*  
Tod and Mary Wawzysko  
William Weeks  
Westar Energy \*  
Wichita Area Technical College  
Wichita Festivals, Inc.  
Brenda Yock

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

# WAYS TO GIVE

For nearly 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.
- Remember us in your will or estate plan.
- 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](http://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 us to learn more at [info@goodwillks.org](mailto:info@goodwillks.org).



# EXPANDING OUR MISSION

## Goodwill to Pilot New Concept at Retail Store in Newton

A Goodwill retail store and donation center in Newton, set to open this winter, will pilot a new concept to further our mission of employing people with disabilities.

The new 14,000 square foot facility will contain a retail store and donation drive through, and will also provide services and job training to individuals with developmental disabilities. Dondlinger & Sons Construction Co. has been selected as the general contractor for the store. Schaefer Johnson Cox Frey Architecture is the architect.

**“My heart is in helping the developmentally disabled find purpose, pride and dignity through the power of work,” Goodwill Industries’ President/CEO Emily Compton said.**

“We currently serve individuals in Harvey County,” she continued, “so it makes sense for us to

figure out a way to deliver those services to the area. We hope to replicate this model to deliver services in communities around the state.”

Ground was broken on the property in April, 2016, located just north of Heartland Credit Union, 2201 S. Kansas Ave in Newton. The store is expected to open in late 2016. Email us at [info@goodwillks.org](mailto:info@goodwillks.org) to be added to our email list and be among the first to know when the new store will have its grand opening.

**Stay up-to-date  
on the latest  
Goodwill news!**

**Send your contact information to [info@goodwillks.org](mailto:info@goodwillks.org) to be added to our print and digital newsletter mailing lists.**