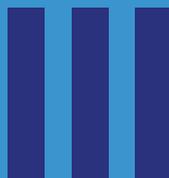


**Goodwill**   
Industries of Kansas 



# *Goodwill* **PRIDE**

**2020-2021 ANNUAL REPORT**





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



## GOODWILL *Teamwork*

*A team* is only as strong as its individual players and the Goodwill team has some extraordinary people on it – teammates who go the extra mile to ensure that we can fulfill our mission daily. From our day services program serving 166 individuals this year to NexStep Alliance providing high school diploma preparation and ESL classes to over 400 students and so much more, all of it is only possible because we work together as a team.

It all starts in our stores and this year our retail staff knocked it out of the ballpark, despite the continuing challenges of the pandemic. Together, they processed over 427,000 donations in order to have over 1 million sales transactions throughout all of our 18 stores. Their hard work makes it possible to help people like Ted, who benefited from our community employment program and thrives in his current job (read his story on page 13). When you have a great team, people take notice. Philanthropist Makenzie Scott selected our organization among 383 others to receive a generous \$5 million donation. That gift will make a huge difference in our community and in the lives of those we serve, like Aziz who is working to better his education and career through our adult education program (read his story on page 9).

We've had some great wins this year (check them out on page 14) and it's because we have the best players in the game. And as a team, it's important to listen to each other. We implemented a staff survey to get feedback from every person and have taken that feedback into consideration as we developed our new strategic plan for the next three years. By working together and supporting each other, there's nothing we can't achieve.



*Laura Ritterbush*

Laura Ritterbush  
President & CEO



*Rob Harmon*

Rob Harmon  
Board Chair

# MEET *David*

When David came to Goodwill, he struggled with staying on task - sometimes avoiding jobs altogether. When visitors were in the building, he'd get distracted and choose to make car noises instead of communicating with support staff and peers.

But David wanted to earn a paycheck and become more independent, so Goodwill staff helped him develop his work skills in order to reach his goals.

Now David has been with Goodwill for over 15 years and has grown tremendously in his abilities. He has learned to ignore distractions and focus on the task at hand. When help is needed, David is quick to volunteer. He's learned new skills like how to operate the pallet jack and he often works all of the shifts available to him.

David even accomplished a new challenge recently, completing an internship through Project SEARCH with Cintas, expanding his work skills even more.

With the help of Goodwill, David was able to gain a janitorial job in the community, though it was disrupted due to the pandemic. That hasn't stopped him though - David is working hard to find his next opportunity and there's no doubt he can achieve that goal.

▶ See David's video at [goodwillks.org/videos](https://goodwillks.org/videos)



“  
**If you can  
believe it,  
the mind can  
achieve it.**  
”  
RONNIE LOTT



# PRIDE IN OUR *Programs*

 **242**

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

 **166**

individuals have become more independent through work in our contracts division while doing jobs like recycling donated items and preparing materials for manufacturers.

 **147**

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

 **88**

people were served and supported in the Goodwill community employment program, helping individuals gain work.

 **404**

adults took the next step in their education and career with courses for high school diploma 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.

 **\$25/  
hour**

is the highest wage earned by a student upon gaining employment after completing the NexStep Unlocked program. This newly-launched program assists Kansans exiting the justice system in gaining a high school diploma and technical certification to move into in-demand careers.

“  
I’ve learned  
that something  
constructive  
comes from  
every defeat.”

TOM LANDRY



## MEET *Aziz*

In 2019, following two plane crashes, the Boeing 737 MAX was grounded. Aziz, a father of six and a Spirit Aerosystems employee at the time, found himself suddenly jobless due to these unforeseen circumstances. Without a high school diploma, his options for jobs that would help him provide for his family were limited. He knew he had to obtain his diploma in order to compete with other job seekers in the aviation manufacturing field.

Aziz began working towards this goal with NexStep Alliance and instructors could quickly see that Aziz was a positive and perseverant person. He kept up with his school work while supporting his family as an Uber driver and still always found the time to encourage other students to reach their own goals as well.

Aziz has earned his high school diploma and continued on to pursue his Associates degree in Machining Technology through NexStep's partnership with WSU Tech. He's on track to graduate in May 2022.

He knows the benefit an education holds and wants to share that with others. Grateful for his time at NexStep, he made the generous decision to pay it forward by making a donation to cover another student's GED test. He has encouraged his wife to attend English as a Second Language classes through NexStep and uses a home classroom to help his children with their schoolwork while also completing his own. With the help of NexStep, Aziz has reached career goals and set an example for his children to follow for years to come.

▶ See Aziz's video at [goodwillks.org/videos](https://goodwillks.org/videos)

# GREAT *Generosity*

 **1,004,260**

transactions in Goodwill stores across the state helped provide job skills programs, education opportunities and many other services to the people we serve.

 **\$151,602**

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 assisted in growing our education efforts, helping over 770 adults gain their high school diploma.

 **427,533**

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

 **10,970,452**

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



“

There may be people that have more talent than you, but there's no excuse for anyone to work harder than you do.

”

DEREK JETER



## MEET *Ted*

According to Ted's coworkers at Martin Interconnect, you would never be able to guess he had barriers gaining employment prior to his time with Goodwill. In 2020 Ted was referred to a Goodwill Employment Training Specialist through Vocational Rehabilitation. He struggled with things like social skills, self-direction and communication.

But Ted had goals. He wanted to move out on his own and lead an independent life. Working through Goodwill's Community Employment program, Ted was able to find his perfect job and from there he has thrived. Not only does he achieve his assigned tasks, he also feels comfortable helping out when needed in other positions. He goes out of his way to make his coworkers smile and they have taken notice. When Ted's at work, they know it's going to be a good day. Some might even call him the perfect employee.

He doesn't stop when he clocks out at Martin Interconnect - he also enjoys making food deliveries and walking dogs. With the help of Goodwill, Ted has proven that anyone can reach their goals with hard work and perseverance. And a smile in the process never hurts.



See Ted's video at [goodwillks.org/videos](https://goodwillks.org/videos)

# THREE CHEERS FOR

# THE HIGHLIGHTS OF *The Year*



## A NEW LEADER

Laura Ritterbush joined the team as President and CEO at the beginning of 2021. Prior to coming on board, Laura served as Chief Mission Officer for Goodwill of Western Missouri and Eastern Kansas. Her wealth of experience in workforce development, organizational planning and community relationship building makes her the perfect fit for Goodwill Industries of Kansas. Laura has been working to acclimate herself with the organization and with the area, visiting stores, attending events and creating community partnerships to help further our mission.



## A GENEROUS GIFT

We received our largest donation ever from author and philanthropist MacKenzie Scott, to be used in support of our mission services. Scott gifted \$5 million to Goodwill Industries of Kansas, as part of an overall \$4 billion in donations to 383 national organizations. Although Goodwill was not privy to the donor's entire selection process, Scott's team sought suggestions and perspective from hundreds of experts, funders, non-profit leaders, and volunteers. This informed process helps confirm the effectiveness of our operations.

## A RETURN TO FUN

Prior to the pandemic, our day services program had a blast celebrating birthdays and holidays with food, fun and games. Slowly, we have been able to safely return to some of our fun celebrations. Pictured at right, program participants enjoy our annual birthday celebration put on by our friends with Epsilon Sigma Alpha, who provided cupcakes and gift cards for each individual. Boxed lunches and socially distanced activities have helped make other parties happen and bring some fun to the work day.



## A DENIM DONATION

When Bikers Against Child Abuse (BACA) reached out to Goodwill Industries with a search for jean jackets, our retail team was eager to help this group who combats against and supports victims of child abuse. We were able to donate over 100 jean jackets in a month's time. BACA adds the child's road name and a patch on the back to use as a tool of empowerment for the child. We're proud to partner with an organization that provides children in need extra support and comfort while being able to give new life to donations in the process.



# TEAM *Leaders*

As a mission-driven nonprofit organization, Goodwill's experienced leadership team works with an engaged board of directors who are well-respected community and business leaders. Together, we responsibly use our resources to provide job training and education opportunities to people with disabilities and other barriers to employment. Our forward-thinking leadership team and people-first culture combined with an unwavering dedication to our mission and fiscal responsibility has helped Goodwill remain a relevant and reliable resource for Kansans.

## EXECUTIVE STAFF MEMBERS

### Laura Ritterbush

President & CEO

### Angela Bascue

VP of Retail Operations

### Dave Chadick

VP of Industrial Services

### Mark Lewis

VP of Information Technology

### Paula Page

VP of Human Resources

### Justin Rupert

Director of Marketing & Communications

### Greg Sandlin

VP of Administration & CFO

### Chris Stanyer

VP of Career Services

### Curtis Tatum

VP of Workforce Development

## BOARD OF DIRECTORS

### Rob Harmon, Chair

INTRUST Bank

### Bill Pickert, Vice Chair

BKD CPA's & Advisors

### Sheree Utash, Secretary

WSU Tech

### Vernon Dolezal, Treasurer

Friends University

### Don Barry

Baird Private Wealth Management

### Cindy Carnahan

The Carnahan Group

### Raymond Dondlinger

Dondlinger Construction

### Jennifur Gorman

Capitol Federal Savings

### Bill Hanna

(Emeritus)

### Joe Johnson

Schaefer Johnson Cox Frey Architecture

### Tiffinie Irving

Community Volunteer

### Shawn Lancelot

Bank of America

### Jimmy Martinez

Evergy

### Todd McKee

Textron Aviation

### Mark Nichols

Koch Industries

### Todd Ramsey

Apples & Arrows

### Doug Stark

ComfortCare Homes

### Trish Voth-Blankenship

Foulston Siefkin, LLP

# FINANCIAL *Responsibility*

## 2020-2021 FINANCIALS

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

## ASSETS

### Current Assets:

Cash	\$15,942,306
Short-Term Investments	\$8,307,012
Accounts Receivable	\$326,090
Prepaid Expenses & Other Current Assets	\$165,566

**TOTAL CURRENT ASSETS \$24,740,974**

### Non-Current Assets:

Land, Building & Equipment	\$20,026,546
Other Non-Current Assets	\$2,862,166

**TOTAL NON-CURRENT ASSETS \$22,888,712**

**TOTAL ASSETS \$47,629,686**

## LIABILITIES

### Current Liabilities:

Accounts Payable	\$428,461
Accrued Expenses	\$772,680

**TOTAL CURRENT LIABILITIES \$1,201,141**

### Non-Current Liabilities:

Long-Term Debt	\$0
Other Non-Current Liabilities	\$1,367,113

**TOTAL NON-CURRENT LIABILITIES \$1,367,113**

**TOTAL LIABILITIES \$2,568,254**

### Net Worth:

Restricted Net Worth	\$47,831
Unrestricted Net Worth	\$45,013,601

**TOTAL NET WORTH \$45,061,432**

**TOTAL LIABILITIES & NET WORTH \$47,629,686**

## INCOME STATEMENT

### Revenue:

Public Support & Revenue	\$5,857,048
Facility-Based Contracts	\$1,237,211
Retail Program Revenue	\$17,383,715
Programs & Services	\$2,168,762
Other Revenue	\$596,690

**TOTAL REVENUE \$27,243,426**

### Expense:

Public Relations & Development	\$180,926
Retail Program & Transportation	\$11,598,803
Facility-Based Contracts	\$1,675,735
Programs & Services	\$2,527,478
Management & General	\$1,920,496

**TOTAL EXPENSE \$17,903,438**

- 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 2020-2021.

# LET'S HEAR IT FOR

## OUR COMMUNITY

# Partners



The Spring 2021 cohort of NexStep Unlocked students graduated with welding certificates from WSU Tech in May.

Our adult education program, NexStep Alliance, utilizes our partnership with WSU Tech to provide adult learners the opportunity to earn college certifications or credits at the same time they are obtaining their high school diploma. WSU Tech has several in-demand career pathway options available to students including aviation maintenance, healthcare, information technology and more.

Students in our newest program, NexStep Unlocked, have found immense success through WSU Tech's fast-track welding program. Upon exiting the justice system, these students are working towards furthering their education to improve their chances at employment. Many have now gained welding jobs or are moving on to obtaining their Associates degree. Our education programs are strengthened by our partnership with WSU Tech, giving students the chance at bigger paychecks to support themselves and their families.

Goodwill serves as the lead agency for a Project SEARCH program with a focus on adults with disabilities. For the past 4 years, we have partnered with Cintas to provide internships to these individuals, where they learn job skills and gain valuable work experience. The Cintas team works alongside these interns, helping them grow, learn and prepare to enter the workforce. They celebrate their successes too, making a point to attend their Project SEARCH graduation ceremony, sharing stories and words of encouragement.

Because of this partnership, over 60% of individuals who complete the Project SEARCH program have found employment within the community, some even gaining jobs with Cintas. Their dedication to assisting and guiding adults with disabilities allows for these individuals to lead independent and productive lives with purpose, pride and dignity.



Gary, Johnny and David completed their Project SEARCH internship this year with Cintas, graduating from the program in May.

# OUR *Biggest Fans*

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 2020-2021 fiscal year (9/1/20-8/31/21). Together, we are changing lives, changing communities and changing our world.

Yasim Abdullah  
All Star Sports  
Allen Gibbs & Houlik, L. C.  
Aaron & Stephy Anderson  
Amanda Ankrom  
Shane Aumiller  
Autism Avenue Gift Shop  
Stevan M. Bahm  
**Bank of America**  
Brian & Angela Bascue  
Ginger Baysinger  
Be Amazed Carpet Cleaning  
John Beckham  
Fred Berry  
Michael & Jane Bianco  
BKD CPAs & Advisors  
Rachael Bott  
Jim & Joan Bourn  
Bill & Stephanie Bowen  
Nathan Boyd  
Tucker & Gina Bridwell  
Russell D. Briggs  
Cheyenne E. Brittingham  
Broadstoke, Inc.  
Julie Brost  
Charles W. Brown  
Teresa Brown  
Katie Browning  
Business Leadership Network  
Sedgwick County  
David & Carman Caldwell  
**Capitol Federal Foundation**

John & Cindy Carnahan  
Charles Q. Chandler  
Chicken N Pickle  
Sedha Chin  
Dewayne Chitwood  
Steve Clark  
The Coleman Company, Inc.  
Jeaneene Collier  
Mark Collier  
Michael & Charlotte Combs  
ComfortCare Homes, Inc.  
Emily Compton  
Cosmosphere International  
SciEd Ctr & Space Museum  
Chad Cox  
Francis Daniels  
Kevin & Lynda Daves  
Aspyn Dawson  
DeVaughn James Injury  
Lawyers  
James & Kathleen Devlin  
Bill & Alta DeVore  
Sara DeWitt  
Dillons  
Vernon & Marlo Dolezal  
Tom & Colleen Dondlinger  
Dondlinger Construction, Inc.  
Gregory & Peggy Duick  
Jean Dunn  
Renee Duxler  
Paul Eberhardt  
Alyssa Eklund

Howard & Nelda Ellington  
**Epsilon Sigma Alpha -  
Kansas State Council  
Evergy, Inc.**  
Exploration Place  
Zack Farha  
Fee Insurance Group  
Paulina Foster  
Foulston Siefkin  
Molly Fox  
Freddy's Frozen Custard &  
Steakburgers  
Fresh Spa Market  
Fugate Enterprises  
Lauragail Gamble  
Stephanie Garcia  
Jim & Jane Garvey  
Jeff & Polly Gentry  
Kevin & Jennifur Gorman  
Grene Vision Group  
Bill Hanna  
Rob & Laura Harmon  
Paul & Carolyn Harrison  
Peggy Harrison  
Charla Hathaway  
Michael & Pam Hein  
Norman & Leatha Hein  
Leon Heinrich  
Dakota Hernandez  
Luke M. Herrington  
Mary V. Hill  
**Steve & Susan Houlik**

Tamara Hughey  
Hyatt Regency Wichita  
Larry & Linda Immel  
In the Bag Cleaners  
Integrated Facilities Group  
INTRUST Bank  
**Janet Johnson**  
Joe Johnson  
Kayleigh Johnson  
George & Cindy Jones  
K Lane's Boutique  
Kansas City Royals  
Kansas Spine & Specialty Hospital  
Kathleen F. Keeney  
Kendra Scott Jewelry  
Richard & Hannah Kerschen  
Kevin Kitchen-McKinney  
**Ric & Darlene Knorr**  
**Charles & Elizabeth Koch**  
**Koch Industries**  
Jonathan Koester  
Konza Media Group  
Bill Kraske  
Peter & Cathy Lauve  
Christina Leavitt  
Ronnie LeShore  
Alexander Liss  
Russell Little  
Jaime Loewen  
Loony Bin Comedy Club  
Barb Lowery  
M. J. Loyd

Laverne Lucas  
Jay & Tina Luper  
Lux Nail Studio  
Brenda Maeske  
John Marshall  
Carrie Martin  
James & Rosemary Martin  
John & Kathy McCoy  
Susan McKnight  
**Method Productions**  
Mick & Mary Francis Michaelis  
MidAmerican Credit Union  
Joseph Moeller  
Morgan Moellinger  
Anne Moore  
J.J. Morris  
Kasidi Morris  
Sonja Holmes Morris  
Barry L. Murphy  
Jacqueline Musgrove  
Music Theatre of Wichita  
**Network for Good**  
Margaret Nichols  
Cyrus & Gayle Nobles  
**Paula Page**  
Jon & Linda Paschka  
George & Marilyn Pearson  
Virginia M. Pellegrini  
Peterson Automotive Museum  
**Bill & Traci Pickert**  
Barb Pinaire  
Pinot's Palette and Beyond  
Napa at Rock Island Studios  
Gavin Pore  
Prairie Pines Christmas  
Tree Farm

Wayne & Terri Ramsey  
David M. Rapp  
Rayer's Bearden  
Stained Glass  
Jeannie F. Reddoch  
Janice Reese  
Davonna Renner  
Judith Reusser  
A. S. Ritchie III  
Jon & Laura Ritterbush  
Gary & Sherry Roberts  
David & Kathleen Robertson  
Carolyn E. Roby  
Glen & Cindy Rodman  
Roxy's Downtown  
Cheyanne Sacher  
Saint by Sarah Jane  
Greg & Clea Sandlin  
Alan & Elizabeth Satterly  
**Schaefer Johnson Cox**  
**Frey Architecture**  
Kathryn Schartz  
Denise Seiwert  
Eric & Kathleen Sexton  
**Chris Shank &  
Anna Anderson**  
Balazs Shellito  
Slumberland  
Basil & Connie Sneeringer  
Kelsey Spangler-Cox  
The Spice Merchant  
Spirit AeroSystems, Inc.  
Robert Spittle  
Rich & Liz Stafford  
Stanley Steemer  
Noah Stanyer

Keith & Georgia Stevens  
Tiarae Stewart  
Nita Stone  
Luke Swearingen  
Tallgrass Film Festival  
Julie Tarrant  
**Textron Aviation**  
The Arcade  
The Cleaning Authority  
Engracia Thibodeau  
Ronald & Kathleen Thompson  
Willard & Barbara Thompson  
Darla Tribulato  
USD 259 Wichita  
Vornado Air  
Walnut Valley Association  
Scott & Ann Weidensaul  
Karl Whitmore  
Cecil Whitney  
**Wichita Community  
Foundation**  
Wichita State University  
Wichita Symphony  
Orchestra  
Steven & Ruth Williams  
William & Vernita Wilson  
Cody Winger  
Sheryl Wolf  
WSU Tech  
Wyldewood Cellars  
Taelor Yocum  
Dawn S. Young

.....  
Individuals and corporations that gave \$2,000 or more during the 2020-2021 fiscal year are **members of the Helms Society**, named for Edgar J. Helms, Goodwill Industries, Inc. founder.

## WAYS TO *Give*

For more than 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.

### HOW YOU CAN HELP

- Give a monetary donation.
- Name Goodwill as a beneficiary. It's easy using your retirement plan, estate plan or life insurance.
- Donate household items, furniture, clothes and accessories, dishes, toys, 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.
- Become a host business for helping individuals with disabilities gain work skills. Program participants work up to 80 hours, with all wages paid by the state.
- Attend or sponsor one of our events: [goodwillks.org/events](http://goodwillks.org/events)



# Goodwill



## GOODWILL INDUSTRIES OF KANSAS

# *Locations*

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



### **WICHITA**

#### **Administrative Offices**

3351 N Webb Rd  
Wichita, KS 67226

#### **Central & I-235**

5525 W Central Ave  
Wichita, KS 67212

#### **Harry & Rock**

1625 S Rock Rd  
Wichita, KS 67207

#### **47th & Broadway**

5025 S Broadway St  
Wichita, KS 67216

### **K-96 & Oliver**

3636 N Oliver Ave  
Wichita, KS 67220

### **21st & Amidon**

2172 N Amidon Ave  
Wichita, KS 67203

### **ANDOVER**

415 S Andover Rd  
Wichita, KS 67002

### **DERBY**

1247 N Rainbow Dr  
Derby, KS 67037

### **EL DORADO**

2336 W Central Ave  
El Dorado, KS 67042

### **EMPORIA**

904 E 12th Ave  
Emporia, KS 66801

### **GARDEN CITY**

2005 E Kansas Ave  
Garden City, KS 67846

### **GREAT BEND**

1705 Main St  
Great Bend, KS 67530

### **HAYS**

1010 E 43rd St  
Hays, KS 67601

### **HUTCHINSON**

1707 N Waldron St  
Hutchinson, KS 67502

### **JUNCTION CITY**

1008 W 6th St  
Junction City, KS 66441

### **MAIZE**

3737 N Maize Rd  
Maize, KS 67205

### **NEWTON**

2117 S Kansas Ave  
Newton, KS 67114

### **SALINA**

2640 S Planet Ave  
Salina, KS 67401

### **WINFIELD**

1908 E 9th Ave  
Winfield, KS 67156