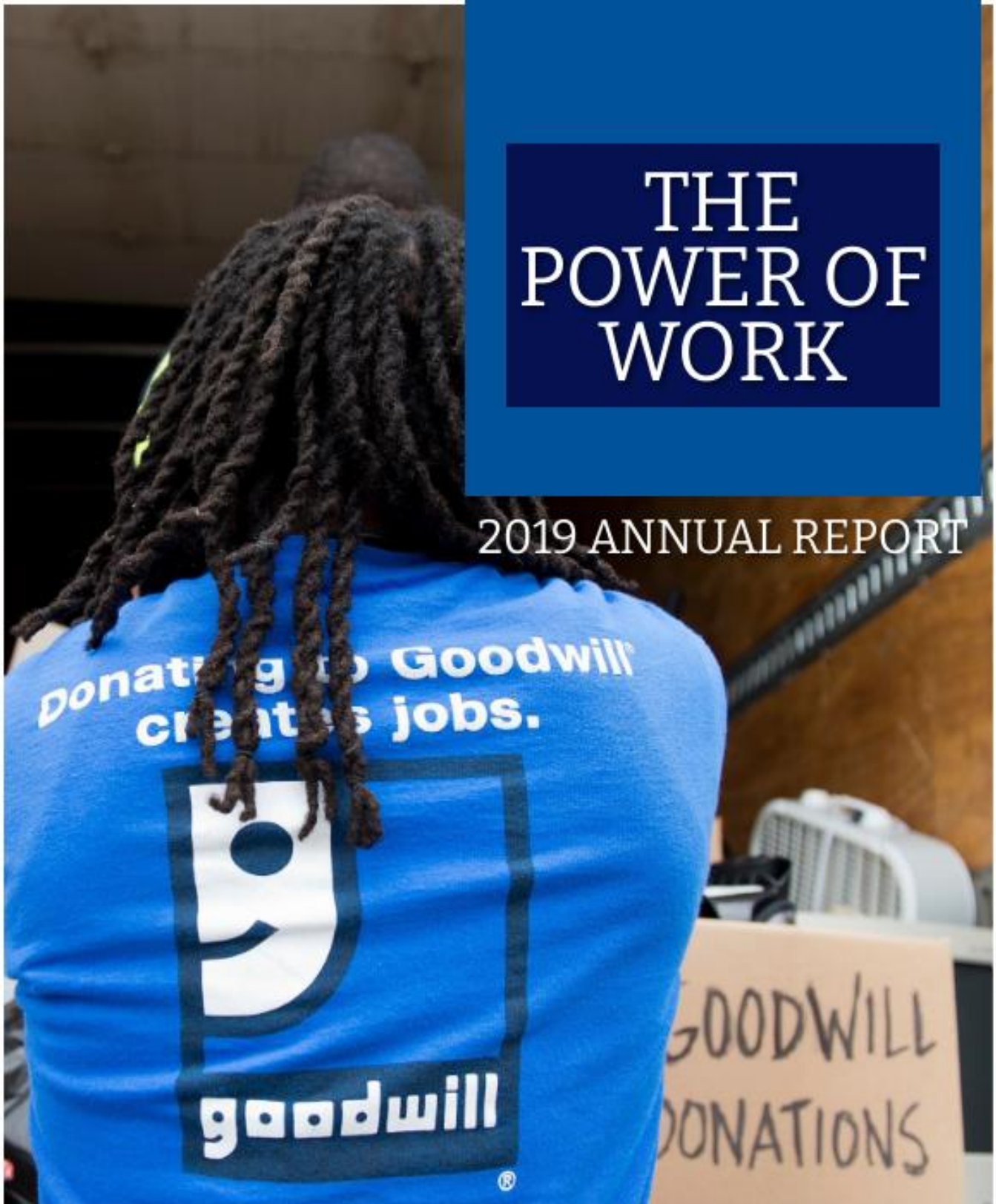


THE POWER OF WORK

2019 ANNUAL REPORT

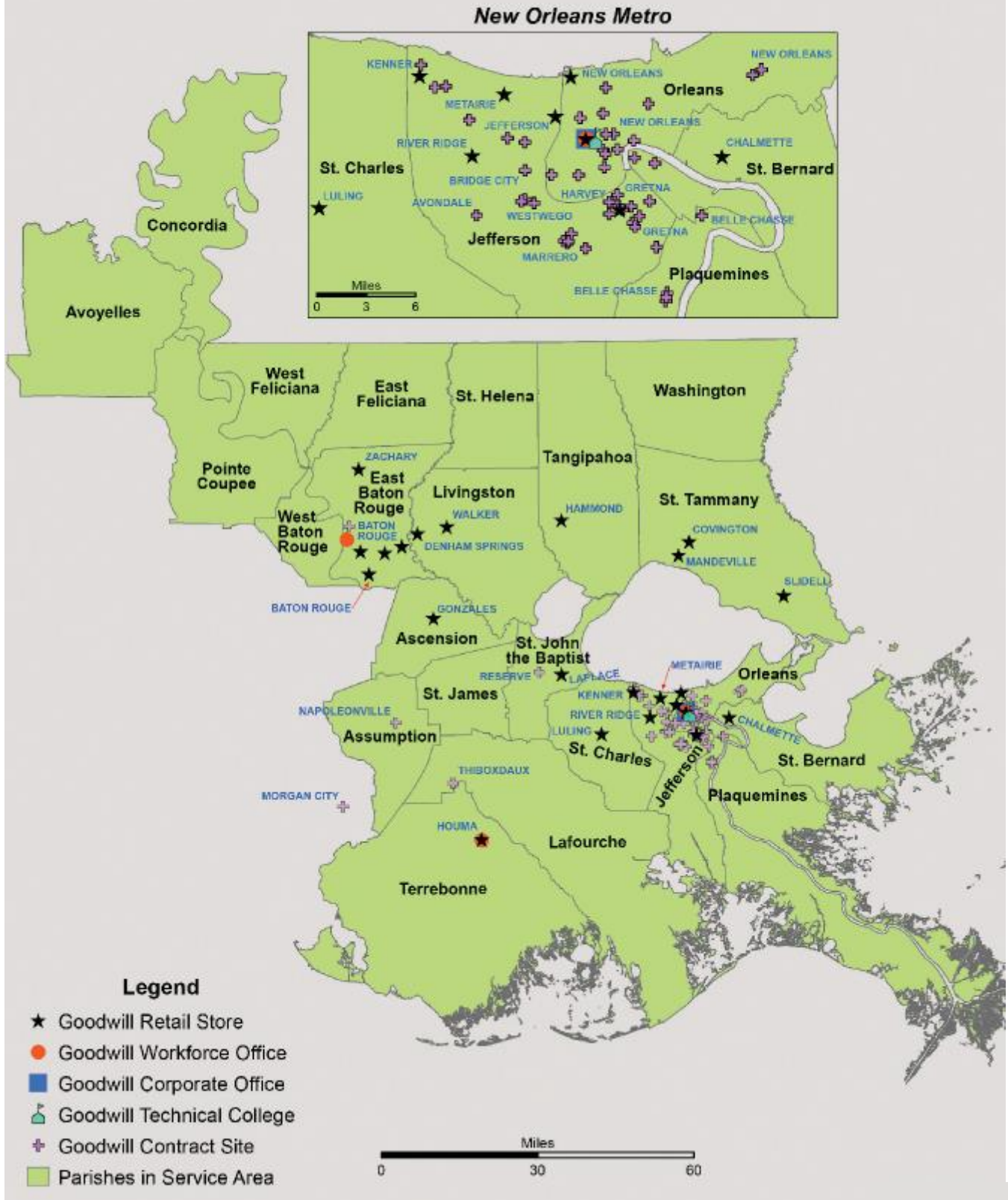


Goodwill Industries
of Southeastern Louisiana, Inc.



MISSION

Mission—Goodwill Industries of Southeastern Louisiana offers opportunities to people with disabilities and other employment barriers to improve their economic self-sufficiency through training, education, support services and employment.



Dear Friends,

As you review our 2019 annual report, I would like to recognize William “Bill” L. Jessee, our President, for his 22 years of service to Goodwill Industries of Southeastern Louisiana, Inc. and his 40+ years of service to Goodwill Industries, serving several other Goodwills before coming to New Orleans. Bill retired at the end of 2019 after devoting his career to the mission of Goodwill.

Our mission is to provide access for those with disabilities and disadvantages to gainful employment. We do this through our workforce development and certified training programs. Financial support for these programs is derived from our more than 1.480 million retail transactions from our 23 stores, 39 contact sites and federal state grants.

Thanks to our board members and advisory board members for their support and guidance as we move toward the future in serving our 23-parish territory.



JODEE DAROCA, PRESIDENT & CEO



JODEE DAROCA



Thanks to the 2019 Foundation & Corporate Contributors

Gold Sponsors (\$2,500+)

Eustis Insurance

Robert Swayze

Waters, Parkerson & Co

Warren Benoit

True Title

Robert & Claire Howson Foundation

Silver (\$1,000+)

Blue Cross and Blue Shield of Louisiana

Upstream Shopping Center

ComSolutions

Johnson, Yacoubian, Passye

Greg Gibson

John Moss

Bronze (\$500+)

Ricardo Thomas

James Ryder

Creed Brierre

Monique Gardner

Scott Evans

Heath Allen

Judy Mason

Philip Cantanzaro

EXECUTIVE LEADERSHIP TEAM

Jodee Daroca

PRESIDENT & CEO

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VICE PRESIDENT OF WORKFORCE

DEVELOPMENT & INSTITUTIONAL

ADVANCEMENT

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VICE PRESIDENT OF RETAIL OPERATIONS

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*VICE PRESIDENT OF CONTRACTS &
FACILITIES MANAGEMENT SERVICES*

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VICE PRESIDENT OF HUMAN RESOURCES

Elizabeth Branley

*VICE PRESIDENT OF MARKETING &
COMMUNICATIONS*

Michael Zubrowski

CHIEF INFORMATION OFFICER



2019 COMMUNITY IMPACT BY THE NUMBERS

3 Certified Training Programs

offered through Goodwill's accredited school

23 Retail Stores & Donation Centers



70% Certifications Completed
of training participants received an industry certification

292 Placed in Jobs



\$174,729 Register Round Up Contributions

1.48 Million Retail Transactions



719 Employees

3,049 People Served

37% Employees with Disabilities

of our employees are people with disabilities



11 Million lbs of clothing & textiles
diverted from landfills

26 Veterans

provided housing & case management services

406,503 Donated Goods



39 Contracts

federal, local and state janitorial, grounds maintenance, mail delivery and switchboard operations contracts



FISCAL YEAR 2019

Goodwill Industries of Southeastern Louisiana continues to be a good steward of the community's contributions and support and take great care to invest resources wisely to provide services today and into the future. We thank all sponsors, foundations and donors who made financial gifts in support of our mission of changing lives through the power of work.



External Support

SOURCE	PERCENT	DOLLARS
COMMUNITY AND FOUNDATION SUPPORT		\$8,733,000
GOVERNMENT CONTRACTS		\$6,618,000
GOVERNMENT GRANTS		\$1,900,000
TOTAL EXTERNAL SUPPORT	37%	\$17,251,000



Revenue Generated

STORE SALES		\$21,694,000
SALVAGE		\$1,537,000
INVESTMENT AND OTHER INCOME		\$3,298,000
WORKFORCE DEVELOPMENT SERVICES		\$279,000
COMMERCIAL SERVICES CONTRACTS		\$2,169,000
TOTAL REVENUE	63%	\$28,977,000
TOTAL SUPPORT AND REVENUE	100%	\$46,228,000



Expenditures

PROGRAM SERVICES	83%	\$36,568,000
GENERAL AND ADMINISTRATIVE	9%	\$4,372,000
INTEREST AND DEPRECIATION	3%	\$1,516,000
RESERVES AND CAPITAL SPENDING	4%	\$1,772,000
TOTAL EXPENDITURES	99%	\$46,228,000



®

3400 Tulane Avenue Suite 1000, New Orleans, LA 70119

Visit www.goodwillno.org
for store locations, employment and training center locations and
mission services information.

