

ANNUAL REPORT



2022

ONE
GOOD
THING



LEADS
TO
ANOTHER

Goodwill
Northern Illinois





FOREWORD

By all measures, 2022 was a momentous year for Goodwill Northern Illinois. Our Mission programs helped a record 22,663 individuals throughout the communities we serve overcome barriers, find opportunity for employment, education and training, and help achieve their life-long dreams.

Our retail sales and revenue generation – the lifeblood that makes it possible to accomplish our mission for so many – also reached record levels in 2022. By bringing our new Rockford store on-line at the busy N. Perryville retail corridor, we’ve opened a significant new revenue stream to help fund our impactful Mission programs, while at the same time delivering a retail experience for shoppers second to none in the thrift retail market. It’s a win-win for the community: providing access to important merchandise that might not otherwise be affordable; re-investing these retail revenues back into the programs and people that can benefit most.

In the years ahead, our programs will grow, and continue to be truly transformational, in the communities we serve. On the immediate horizon is the Excel Center, which we hope to open in time for a full class schedule in fall, 2024. This adult high school is perhaps the nation’s best solution for those individuals seeking a second chance for their high school diploma and workforce credentials. In Rockford, those adults now number in the thousands.

We thank you for your continued generosity and support. Together, we’re making a difference in the lives of so many.



Ben Bernsten
President & CEO



“As the needs of the communities we serve have grown, so too has our ability to meet them.”

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OUR MISSION

Goodwill Industries of Northern Illinois is a community-based not-for-profit organization whose mission is to create opportunities for individuals with barriers to enhance their lives.

BUILDING FOR THE FUTURE

ROCKFORD PERRYVILLE



“It’s a big win for our community: highly affordable goods, generating sales to fund our fast-growing Mission services.”

In 2022, 12 Goodwill Northern Illinois retail locations served over 1 million customers and generated the single largest share of a record \$39 million in annual revenues. Over 90% of these revenues were then used to fund our vitally important Mission services programs – employing, training and providing support and skills for thousands of individuals with barriers and enhancing their lives. These stores also serve as a major

source for our donations stream, the lifeblood of our organization.

Perryville store: thinking outside the ‘big box’. Our second Rockford retail store, strategically located in the North Perryville retail corridor, represents the state-of-the-art in thrift store design and merchandising. The new store

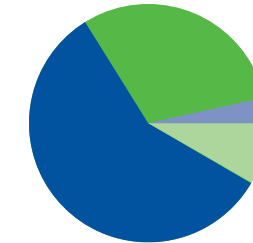
has been an immediate and significant success.

Shoppers find hidden treasures at amazing bargain prices unaffordable in a conventional retail store. Still others browse for books in our Book Nook bookstore or gather for meetings in the Community Resource Room. This store will add significantly to the revenue we use to empower those now challenged by barriers to employment.



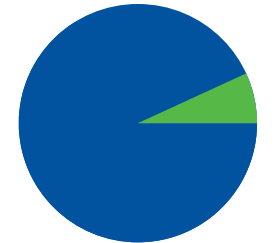
2022

Sources of Revenue and Support



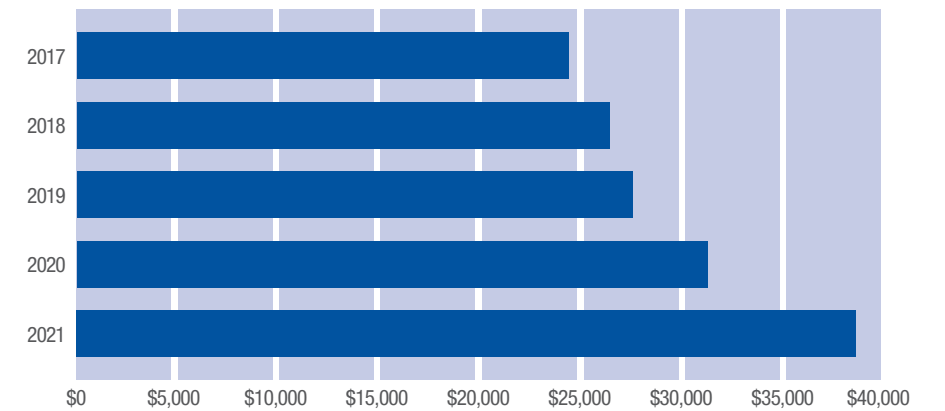
- Retail Services
- Contributions
- Interest & Other Income
- Participant Programs & Services

Allocation of Expense



- Programs & Services
- Management & General

Sources of Revenue and Support (000s)



THE RESULTS ARE IN

Donations



14,655

Shoppers



72,654

Retail Sales



\$1,485,811

Impact



19 participants with 9,229 hours

PROGRAM HIGHLIGHTS

MISSIONS ACCOMPLISHED



“We served 22,663 people in many different ways – all with the same end goal: helping people create opportunities to enhance their lives.”

In 2022, Our Mission programs created life-changing opportunities where none existed before. Some of our latest, most exciting programs include:

GoodGRADS Program. Provides education services and case management for adults interested in attaining their GED/HSE.

Justice Programs. Serves 18-24 year olds in Winnebago County with justice system involvement, and provides them with intensive case management services, work experience, employment readiness development, and support services.

Round up Community College Scholarships. Funds support scholarships for individuals with disabilities in all our area communities through local community colleges.

Supported Employment Programs. Operates in 9 locations, serving participants with disabilities and provides a supportive work environment, job coach, and continued training.

The Workforce Connection. Goodwill is a proud partner of The Workforce Connection, where we serve individuals in training, education, and employment.

WORKFORCE

Goodwill Impact

- 1,084 individuals obtained employment in our communities.

The Workforce Connection

- 9,828 individuals served throughout all Career Centers.
- 942 adults and dislocated workers enrolled in the training and employment program.
- 155 individuals participated in paid work-based learning, exploring careers, and learning essential skills on the job.

Elevate Youth

- 467 youth served with career services, training, credentials, case management, and support.
- 62 participants attended vocational training, including CNA, CDL, welding, and IT training.

- 80 participants ‘earned and learned’ with work-based learning at area employers gaining essential skills on the job

Supported Work Programs

- 103 participants ‘earned and learned’ through the Supported Work program.
- 80% of participants working in the community maintained their job for more than 120 days
- 100% of our participants reported their satisfaction with the Supported Employment program.

EDUCATION

- 285 students were served: 83.9% retention; 94.6% of students were satisfied with the program; 40% of students increased their math and/or reading scores each session.
- 932 GED scholarships for individuals to take the GED test in all communities; 170 individuals obtained their GEDs.



ONE GOOD THING



LEADS TO ANOTHER

RE-ENTRY

LifeLaunch /Accelerate

- 142 individuals served; 71% received an industry recognized certification.
- 2.63% recidivism rate (compared to the state average of 43%).

Community Navigation

- 245 individuals in Winnebago County Jail received re-entry planning and resources during and after incarceration.
- 300 individuals provided valuable services through our Community Navigation program in Freeport.

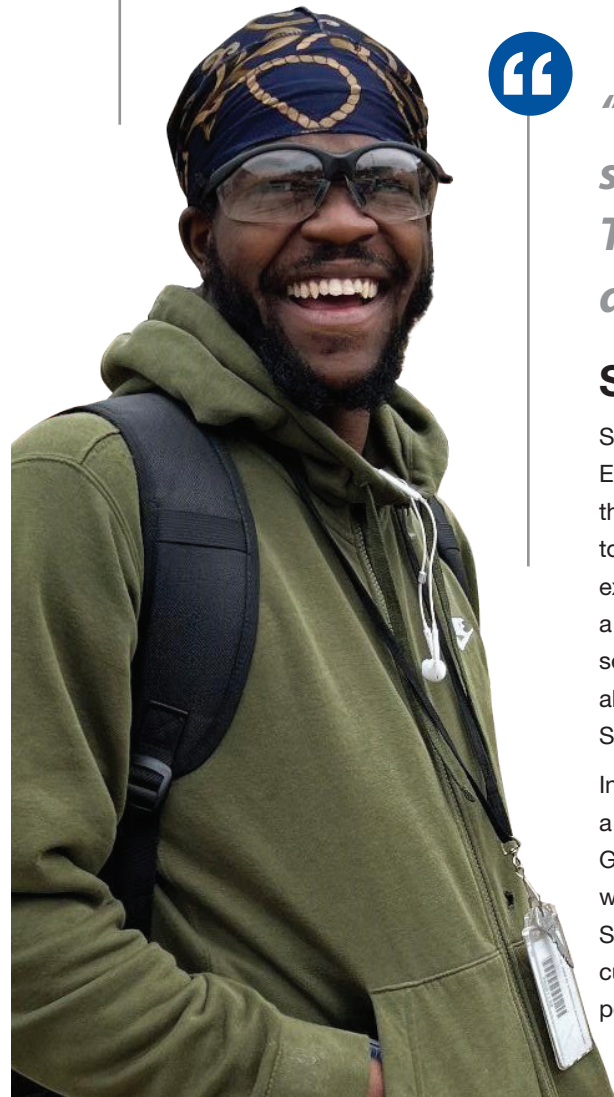


SUCCESS STORIES

MAKING AN IMPACT



“With the right skills and training, there’s no telling how far we can go.”



Nick’s Story

Nick connected with Goodwill’s Workforce Programs after hearing about them through a family member. Upon enrollment, Nick was able to take assessments, explore career pathways, and receive free occupational skills training that helped him obtain his forklift credential in addition to support services to help him be successful in his personal and professional goals.

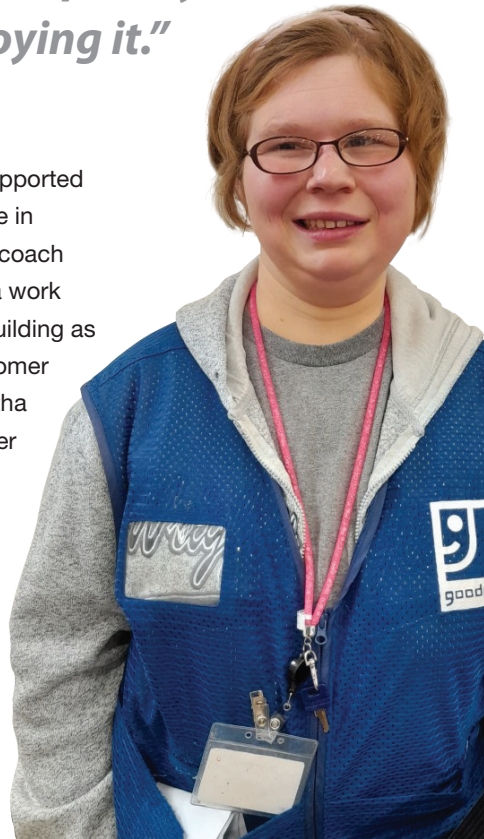


“Goodwill has helped me learn new skills to work out in the community. This job in retail is completely different...I am enjoying it.”

Samantha’s Story

Samantha was a participant in our Supported Employment Program. During her time in the program she worked with her job coach to learn job readiness skills. She did a work experience at the Goodwill Mission building as a receptionist and learned many customer service skills during this time. Samantha also earned a credential as a Customer Service Certified Specialist.

In May of 2022 Samantha applied for a part-time position at the McFarland Goodwill store. She was hired and works as a Fitting Room attendant. She has been able to utilize her customer service skills in her new position.



2022 Graduation

In December 2022, Goodwill’s GoodGRADS program held its first GED graduation since the pandemic! These students overcame various obstacles, conquered any fears they had, worked incredibly hard, and reached their goals! Students in the GoodGRADS program received classroom instruction, tutoring, case management services, transportation assistance and referrals to outside agencies to assist them in overcoming barriers.



ENVIRONMENTAL

IMPACT

In 2022, Goodwill diverted over 19 million pounds from our local landfills by recycling cardboard, shoes, clothing, and metals, and computers. Reuse, Reduce, Recycle: it’s what we do!



WHAT'S NEXT



“Adult learners get a second chance to complete their high school diplomas and increase their options.”

It's our community's most daunting challenge: a public high school Graduation Rate of just 50% – well below the Illinois average of 88%. For those students that drop out, the future can be bleak. Most will have significantly worse labor market outcomes than their peers with degrees, and earn far less over the course of their lives.

Ready to Excel.

To help meet this challenge, Goodwill Northern Illinois is poised to bring the Excel Center® to Rockford, IL. Founded by Goodwill of Central and Southern Indiana in 2010, the Excel Center is a tuition-free charter high school that supports adult

learners in completing their state-certified high school diploma. Over the past decade, the Excel Center model has proven to be highly effective and growing in leaps and bounds – from one school, in one state, serving 300 students, to 37 schools in seven states serving over 60,000 students.

Removing barriers, adding support.

For many, barriers exist that stand in the way of high school graduation. Is transportation available? Is there a child to care for? Is there enough food to eat? Are there positive relationships and mentoring in their lives? While the foundation

of the Excel Center is based on a rigorous educational program that culminates with all students earning a state-recognized high school diploma, it also transcends just education in order to remove these barriers and ensure student and graduate success. Classes are small and flexible, with transportation assistance provided and on-site child care and meals. Additionally, life coaches mentor students to help them navigate challenges along the way, and assist in building the 'soft' skills, so vital in the workplace.

There's much more. We'll keep you informed about this exciting endeavor in the months to come.



KEY FINDINGS

40% Increase in Employment

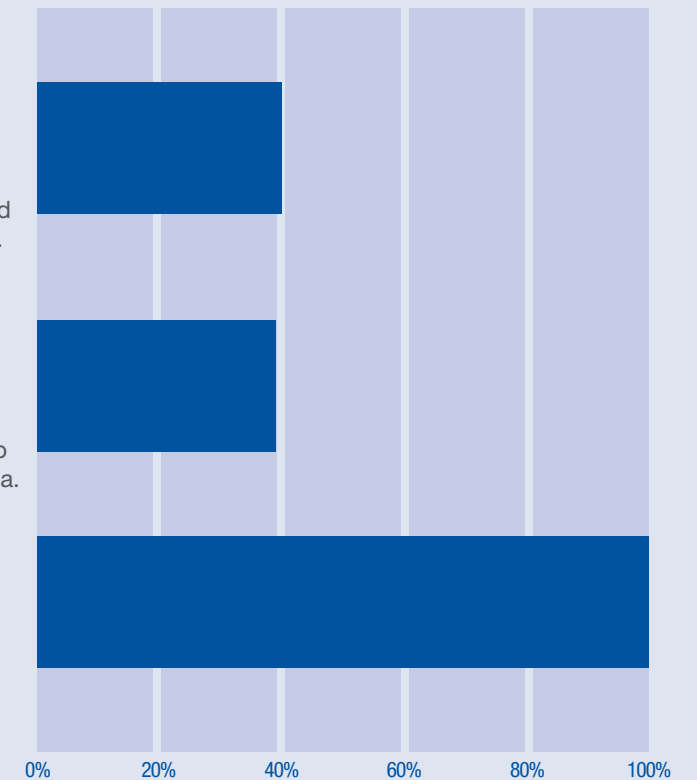
For Excel Center graduates as compared to before they enrolled.

39% Increase in Earnings

For Excel Center graduates compared to those without a diploma.

100% Equitable Employment and Wage Incomes

Experienced by Excel Center graduates.



LEADERSHIP

GOVERNING BOARD OFFICERS

Jim Corbett
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Vice President,
Human Resources
Thomson Linear Motion

Paulina Sihakom
Vice-Chairman
Vice President,
Business Development
Banker
Capital One

Kerry Hill
Vice President Finance,
Northern Region
OSF Health Care

Mandolyn Mackenzie
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Northern Stateline Regional
Manager
Illinois Department of Commerce
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Tina Rittner
Director of Human Resources
Field Fastener

Dr. Arnold Ross (Les)
Rock Valley College (Retired)

Al Softley
Owner
Softley, Inc.

GOODWILL LEADERSHIP TEAM

Ben Bernsten
President

Jennifer Chapel
Director of Finance

Courtney Geiger
Director of Mission Services

Donna Hayes
Director of Marketing

Craig Steege
Director of Retail

Ginnie Weckerly
Director of Human Resources

FINANCIAL STATEMENT

Statement of Financial Activities (000's) ¹

Updated 4/25/2023

REVENUE & SUPPORT	2022	2021	2020	2019	2018
Participant Programs & Services	\$3,629	\$2,815	\$2,064	\$1,400	\$775
Retail Services	\$24,627	\$32,943	\$24,166	\$25,366	\$25,190
Contributions & Donations	\$12,995	\$2,391	\$5,309	\$379	\$317
Investment Income	(\$1,418)	\$728	\$134	\$251	(\$5)
TOTAL REVENUE & SUPPORT	\$39,833	\$38,877	\$31,673	\$27,396	\$26,277

EXPENSES	2022	2021	2020	2019	2018
Programs & Services	\$36,539	\$30,498	\$25,765	\$24,605	\$23,539
Management & General	\$2,601	\$2,120	\$1,864	\$2,015	\$1,933
Fundraising	\$102	\$101	\$87	\$92	\$185
TOTAL EXPENSES	\$39,242	\$32,719	\$27,716	\$26,712	\$25,657

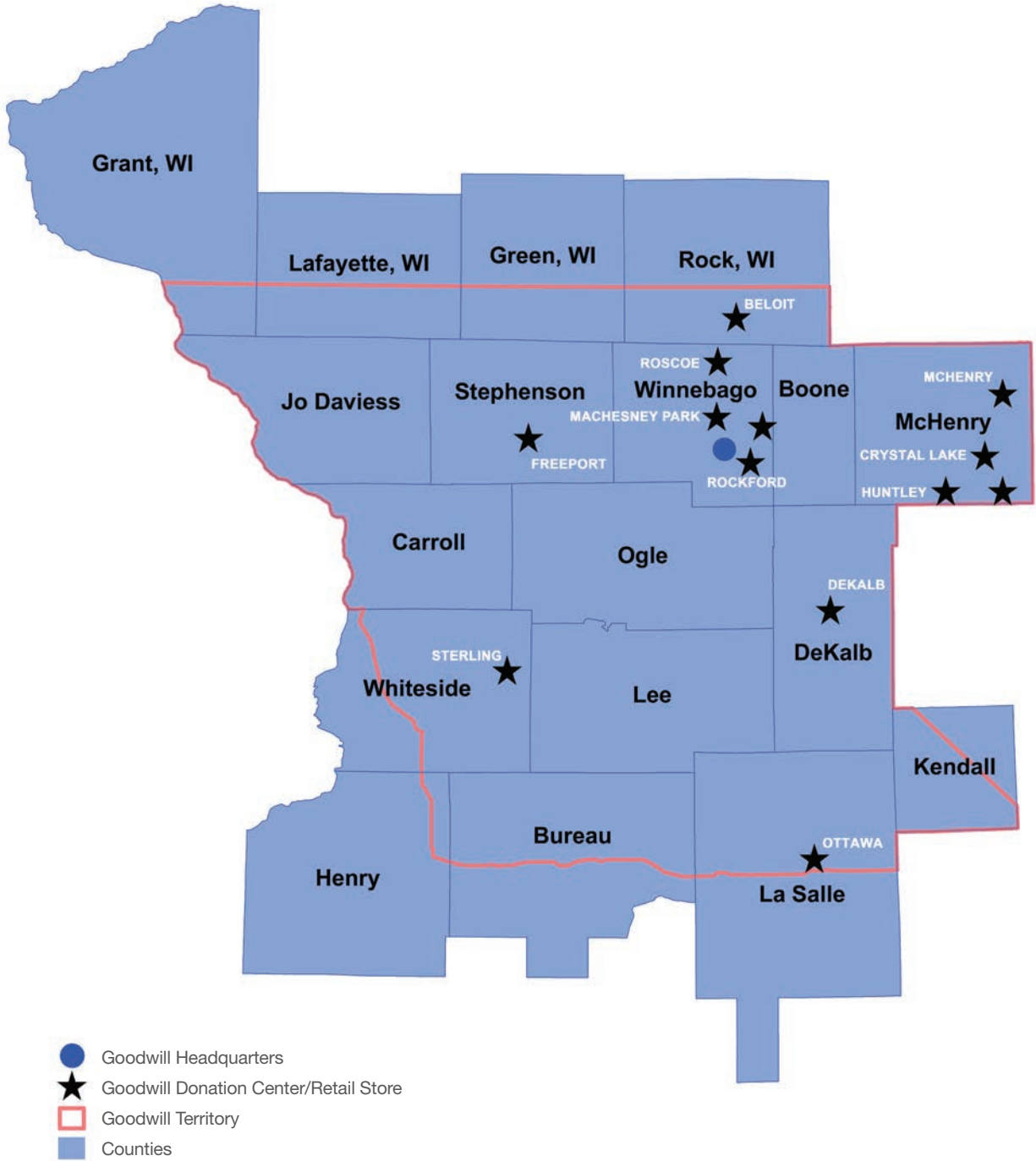
Statement of Financial Position (000's) ¹

ASSETS	2022	2021	2020	2019	2018
Cash and Cash Equivalents	\$6,230	\$6,058	\$8,879	\$2,659	\$2,740
Accounts Receivable - Net	\$567	\$528	\$431	\$511	\$249
Inventories	\$1,039	\$849	\$793	\$827	\$881
Prepaid and Other Assets	\$325	\$636	\$571	\$532	\$421
Long-Term Investments	\$8,928	\$10,211	\$3,341	\$3,236	\$3,028
Right of Use Assets - Net	\$7,269				
Property, Plant, & Equipment	\$8,359	\$6,722	\$4,868	\$5,280	\$4,973
TOTAL ASSETS	\$32,717	\$25,004	\$18,883	\$13,045	\$12,292

LIABILITIES	2022	2021	2020	2019	2018
Accounts Payable	\$421	\$249	\$176	\$217	\$172
Accrued Expenses	\$1,199	\$1,168	\$856	\$744	\$674
Bonds & Debt Payable	\$2,904	\$3,127	\$3,527	\$1,720	\$1,751
Right of Use Liability	\$7,462				
Deferred & Other Liabilities	\$141	\$455	\$477	\$487	\$500
TOTAL LIABILITIES	\$12,127	\$4,999	\$5,036	\$3,168	\$3,097
NET ASSETS	\$20,590	\$20,005	\$13,847	\$9,877	\$9,195

TOTAL LIABILITIES & NET ASSETS	\$32,717	\$25,004	\$18,883	\$13,045	\$12,292
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OUR REACH



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 Northern Illinois



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