

Goodwill Industries of Ventura and Santa Barbara Counties

2019 ANNUAL REPORT

Changing Lives Through the Power of Work

Goodwill

Industries of Ventura and
Santa Barbara Counties



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Goodwill Industries VSB

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Dear friends:

I think I speak for all of us when I say we are proud of the consistent impact we have right here in Ventura and Santa Barbara Counties. In 2019, we added six new workforce programs. As an ongoing focus of our mission, we strive to expand our program offering in 2020 to meet the ever-changing needs of those we serve. All together, we served 1,388 clients and placed 619 into jobs in our community in 2019. We should all be proud of the impact we have every day by giving a hand up and not a handout. We know firsthand through success story after success story the life-changing benefits of improving self-sufficiency for those with barriers to employment. We are grateful for the consistent support of our donors and shoppers, as well as our hard-working employees who are passionate about making a difference. With this, expanding internal training and employee development opportunities remain a priority.

In order to expand our mission services as we go into 2020, we are focused on building our brand through targeted marketing efforts and community development. Educating the public on our mission, vision, and values is a vital part of increasing our ability to reach and serve those with barriers to employment. We are always looking to develop new ways to fund and support our mission and have several exciting projects in the works as we continue to grow.

We thank all of you for your continued support. Together, we're changing lives through the power of work.

Sincerely,
Peter Marcus
President & CEO



Strategic Plan

We envision a world where people have the opportunity to reach their highest potential. We believe that every individual has value and by recognizing that value, we can help them find their place in the community. In order to make this belief a reality, we will position ourselves as the premier provider of workforce services.

Mission Impact

Expand program offerings to meet changing community needs

Community Development

Build our brand name in the community

Financial Strength

Develop new ways to fund and support our mission

Employee Development

Provide employee growth and development opportunities

Operational Excellence

Expand and improve processing efficiencies

Mission

To provide vocational and educational opportunities to eliminate barriers to employment, strengthen communities and help people in need reach their full potential through the power of work.

2019 COMMUNITY IMPACT

650,000 Donors

brought donations to our donation sites in 2019



1,712,562 Customers

were served in our retail stores in 2019



WHY GOODWILL?

By shopping and donating to Goodwill, you support workforce programs that help people in your community overcome challenges to build skills, find jobs, and grow their careers.

1,388 Clients

were served through our workforce services programs in 2019



691 Individuals

were placed into jobs in Ventura and Santa Barbara Counties in 2019



VALUES

We believe in the inherent value of work; work has greater value than charity.

We believe that every individual has the right to be treated with dignity and respect.

We value an environment that encourages the people we serve to reach their highest potential.

We value social, financial, and environmental stewardship.

2019 ENVIRONMENTAL IMPACT

**Recycled
914,239 pounds
of shoes & accessories**

**Recycled
10,428,017 pounds
of material**

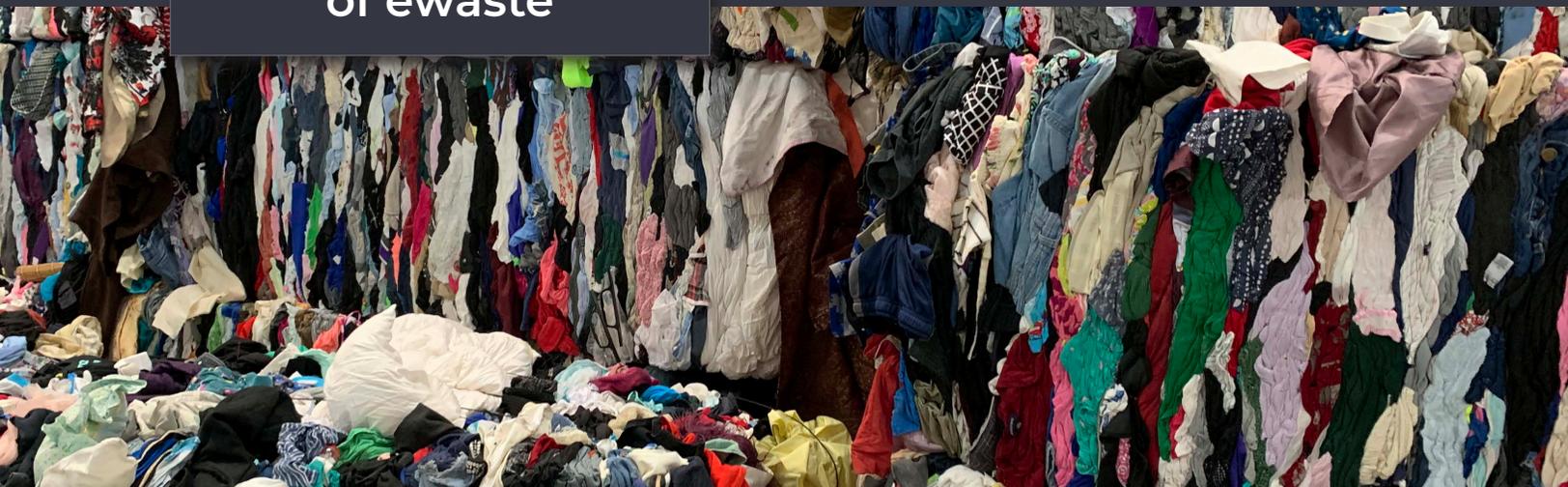
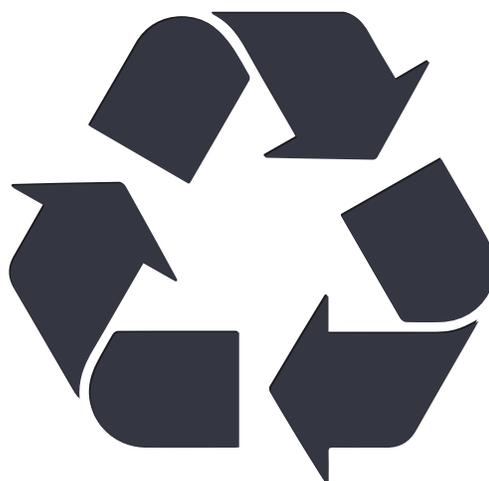
**Recycled
5,984,599 pounds
of textiles**

**Recycled
1,808,764 pounds
of books**

**Collected
737,262 pounds
of ewaste**

We realize the importance of protecting our environment.

Each year, we proudly help protect and preserve our natural resources by diverting millions of pounds of unwanted and unneeded goods that would otherwise end up in a landfill.



GOODWILL DONATION CYCLE



Success Story

” My heart’s with Goodwill because they have given me the opportunity for success. Goodwill has given me back everything in my life because the they gave me a chance.”

Latoya

Program Participant
Goodwill eBooks Supervisor

2019 WORKFORCE PROGRAMS

DOR Youth

Ongoing program funded by the State of California that provides paid work experience to in-school youth with disabilities in Ventura and Santa Barbara Counties.

DOR Adults

Ongoing program funded by the State of California that provides employment services to disabled individuals in Ventura and Santa Barbara Counties.

Career Services for Youth

Provides employment preparation and supportive services to youth in Santa Barbara County, including paid work experience. Program began July 2019 and runs through July 2021 and is funded by the County of Santa Barbara.

Classroom

Ongoing program serving Ventura and Santa Barbara Counties by providing classroom training to incumbent workers and clients. Funded by various sources.

STEPS

Provides employment preparation and paid work experience to DOR youth. Funded by the County of Santa Barbara.

Digital Career Accelerator

A partnership with Google to provide Digital Skills Training to individuals throughout the community that expands on the training provided by Occupational Skills Training and other Workforce Services programs.

Making a Difference

4

Workforce
Offices

6

New
Programs

14

Workforce
Programs

103

Credentials
Completed

108

Youth Placed Into
Employment

Santa Barbara Probation

Provides employment services and paid work experience to probation clients in Santa Barbara County. Program began July 2019 and runs through July 2020 and is funded by the County of Santa Barbara.

2nd Chance Re-Entry

Ongoing program serving Ventura County by providing employment and work experience services to justice involved clients. Funded by Goodwill Industries of Ventura and Santa Barbara Counties.

Operation: GoodJobs 3.0

Provides veterans with employment prep, training, job placement, and supportive services in Ventura and Santa Barbara Counties. Program runs through December 2020 and is funded by Goodwill Industries International (GII) and Walmart Foundation.

National Dislocated Workers Grant

Provides fire restoration jobs to workers affected by the Woolsey and Hill fires in Ventura County. Program began in April 2019 and runs through April 2021 and is funded by the County of Ventura (WIOA).

Cal Fresh Employment and Training Program

The goal of the program is to increase the employment and earning capacity of CalFresh recipients by maximizing their access to CalFresh E&T, supportive services, skills, and credentialing.

Transitional Jobs Program

Assists veterans, homeless, and youth with employment preparation and paid work experience. Funded by the County of Santa Barbara.

Prison to Employment

Provides employment and work experience to justice involved clients in Ventura and Santa Barbara Counties. Program began in September of 2019 and is funded by WDBS Ventura and Santa Barbara Counties.

Expanded Subsidized Employment

Program provides subsidized employment to CalWORKs clients in Ventura County. Current program runs from July 2019 – July 2020 and is funded by the County of Ventura.

2019 WORKFORCE NUMBERS

238

Veterans Placed Into
Employment

484

Hired by
Goodwill VSB

691

Clients Placed Into
Employment

1,388

Clients
Served

PROGRAM SPOTLIGHT

NATIONAL DISLOCATED WORKERS GRANT

Goodwill Industries of Ventura and Santa Barbara Counties, in partnership with the Workforce Development Board of Ventura County and the Workforce Innovation and Opportunity Act, have come together to assist individuals whose employment was affected by the Woolsey Fire. These individuals are placed in paid temporary jobs to repair public property affected by the natural disaster.

NDWG Program Offerings:

- Paid temporary employment
- Career planning
- Free skills training
- Paid formal training
- Paid on the job training
- Supportive services



COMMUNITY PARTNERSHIP SPOTLIGHT

CSU CHANNEL ISLANDS EKHO'S CAREER CLOSET

For several years, CSUCI attempted to operate a career closet on campus. We had a meeting with them to see how we can help.

At no surprise to us, we knew exactly what they were going through: not enough donations, the wrong donations, and too much time processing.

Since we have the volume and are industry experts, we partnered with CSUCI to offer their students an opportunity to get the proper clothing from Goodwill for their next job.



Success Story



"After my house burned down in a California wildfire, Goodwill helped me find a full-time job and gave me a chance when I needed it the most."

Michael

National Dislocated Workers
Grant Program
Goodwill eBooks Clerk

2019 FINANCIAL REPORT

STATEMENT OF FINANCIAL POSITIONS AS OF DECEMBER 31, 2019

ASSETS

Cash and Cash Equivalents	\$9,893,862
Other Current Assets	\$2,553,762
Non-Current Assets	\$9,968,092
TOTAL ASSETS	\$22,415,716

LIABILITIES & NET ASSETS

Current Liabilities	\$2,469,939
Net Assets	\$19,945,777
TOTAL LIABILITIES AND NET ASSETS	\$22,415,716

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2019

REVENUE

Retail, Online, and Aftermarket Sales	\$27,002,104
Grants and Contracts	\$1,386,454
Other Revenue	\$66,914
TOTAL REVENUE	\$28,455,472

EXPENSES

Program Services	\$23,041,238
General and Administrative Support	\$3,149,323
TOTAL EXPENSES	\$26,190,561

CHANGE IN NET ASSETS	\$2,264,911
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GOODWILL INDUSTRIES OF KOREA VISITS GWVSB

In 2019, leaders from Goodwill Industries of Korea came to California to visit with two Goodwills. Goodwill Korea started roughly ten years ago and although they have experienced consistent growth, they wanted to learn more about the “Goodwill Way” from our organization.

We were honored they selected Goodwill Industries of Ventura and Santa Barbara Counties as one of the two Goodwill operations they would ultimately visit. Their team of twelve flew out to meet with our CEO Peter Marcus and the rest of our executive team at our Corporate Office in Oxnard to learn about our business model and then had the chance to visit several of our stores.

It was an honor and unique experience to host Goodwill Korea and they were appreciative of the knowledge they were able to gain from their visit.

STORES & DONATION CENTERS

VENTURA COUNTY

Moorpark

205 W. Los Angeles Avenue
(805) 552-4204

Simi Valley

530 E. Los Angeles Avenue
(805) 526-5570

East Simi Valley

5145 E. Los Angeles Avenue
(805) 522-5430

Newbury Park

1560 Newbury Road
(805) 499-3481

Thousand Oaks

140 W. Hillcrest Drive
(805) 494-7250

Thousand Oaks

Donation Center
2060 E. Avenida De Los Arboles

Oak Park Bookstore

624 Lindero Canyon Road
(818) 874-4003

Santa Paula

858 E. Main Street
(805) 933-3020

Fillmore

745 W. Ventura Street
(805) 524-4708

Camarillo

267 Arneill Road
(805) 445-9196

Camarillo

Donation Center
4035 Adolfo Road
(805) 484-2035

Oxnard

3075 Saviers Road
(805) 486-8259

Oxnard

330 W. 6th Street
(805) 483-2511

Oxnard

2330 N. Rose Avenue
(805) 485-0020

Oak View Bookstore

779 N. Ventura Avenue
(805) 649-8090

Mid-Town Ventura

2710 E. Thompson Blvd.
(805) 650-9339

East Ventura

9388 Telephone Road
(805) 671-5086

Downtown Ventura

404 E. Main Street
(805) 641-1101



SANTA BARBARA COUNTY

Carpinteria

1024 Casitas Pass Road
(805) 220-6557

Santa Barbara

302 W. Carrillo Street
(805) 899-3807

Santa Barbara

Donation Center
335 S. Milpas Street

Lompoc

1009 N. H Street
(805) 736-9240

Santa Maria

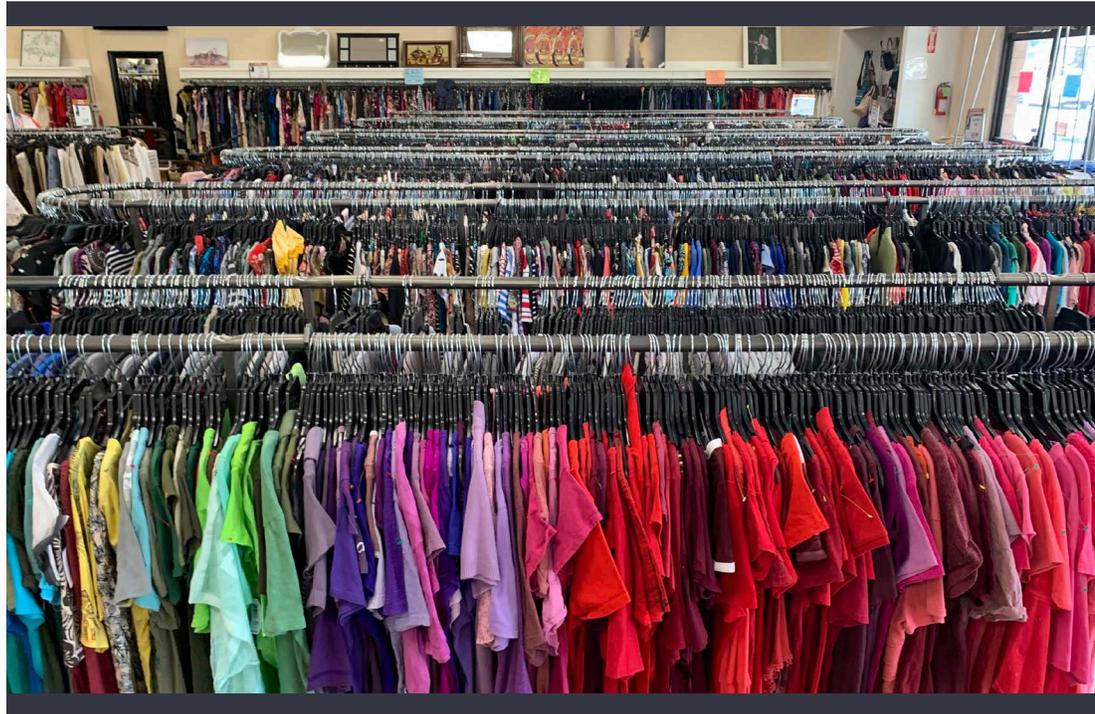
1539 Stowell Ctr. Plaza
(805) 925-7091

Santa Maria

1844 N. Broadway
(805) 287-9612

Orcutt

3486 Orcutt Road
(805) 314-2624



WHOLESALE OUTLET & AUCTION

1000 Del Norte Blvd. (805) 981-7986

ONLINE SHOPPING



WORKFORCE OFFICES

Oxnard

130 Lombard Street
(805) 981-0130

Lompoc

1009 North 'H' Street
(805) 736-6700

Santa Barbara

302 West Carrillo Street
(805) 845-3926

Santa Maria

204 E. Enos Drive Ste A
(805) 928-5282



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