



**ANNUAL REPORT
2022**

PRESIDENT'S MESSAGE

Greetings Gulfstream Goodwill friends and family.

Over the next few pages, we present our annual report for 2022. Each year we use this document to provide a snapshot of our overall impact in the community. It allows us to inform and educate our various stakeholders and to provide a window into the culture, fiscal health, and overall well-being of the organization. But what it is unable to do is adequately depict the depth of the passion, sacrifice and commitment of each and every member of our staff, friends/family, and volunteer board. Numbers and charts help quantify our impact, but it is the people that have chosen to serve and give back to their community that is the real story.

Please enjoy our recap from a very busy and successful 2022 .

KEITH KENNEDY

President/CEO



EXECUTIVE TEAM

KEITH KENNEDY

President/CEO

KAREN DAVIDSON

CAO/CFO

ERIN KOZLOWSKI

CDO

KEVIN BENDER

COO

LAURIE S. MEYER

Vice President People & Culture

SHANNON MCGHEE, PHD

VP of Education and Development

KARL TOMECEK

VP of Information Technology

MARY FLACK

VP of Events Management



ABOUT: GULFSTREAM GOODWILL INDUSTRIES

Our local Goodwill Industry, Gulfstream Goodwill Industries Inc. (GGI), was founded in 1966, by former Mayor of West Palm Beach, Marvin Pope "Ham" Anthony. Now, 56 years later with over 900 employees, GGI serves as the largest health, human and social services nonprofit in the Palm Beach and Treasure Coast area collectively. While the times have indeed changed, basic service needs still exist. GGI is extremely proud of our years as a leading nonprofit organization and community partner that continues to uphold the legacy of the Goodwill brand while helping people with disabilities and other barriers to become self-sufficient working members of the communities served.



Powered by Gulfstream Goodwill Industries:



BOARD OF DIRECTORS

JOAN MCCABE

Board Chair
Independent Trustee, Carlyle Tactical Private Credit Fund

DANIEL BARSKY

Board Vice Chair
Holland & Knight, LLP

AMY TESTA

Secretary
Max Davis Associates

MARK AITKEN

Consultant

LAUREL BAKER

Palm Beach Chamber of Commerce

JOHN BANISTER

John R. Banister, P.L.

DOUG CAMPBELL

Campbell Real Estate Advisory Group, Inc. Ex

ORLANDO CHIANG

OC Physical Therapy

WILLIAM "CHIP" CORLEY

Author, Endurance Athlete, Money Manager

MICHAEL COWAN

Gardens Wealth Management

CLIVE STUART-FINDLAY

Sotheby's International Realty

CARL NICOLA

Board of CARP and Gratitude House

DONNA SMOLENS

Board of Trustees of Fordham University

CEDRICK THOMAS

Sigma Security and Investigations Solutions

DOROTHY (DEDE) TREFTS

Retired from Aon

KATIE YOUNG

Mutual of America

MARTIN ZIPERN

Attorney

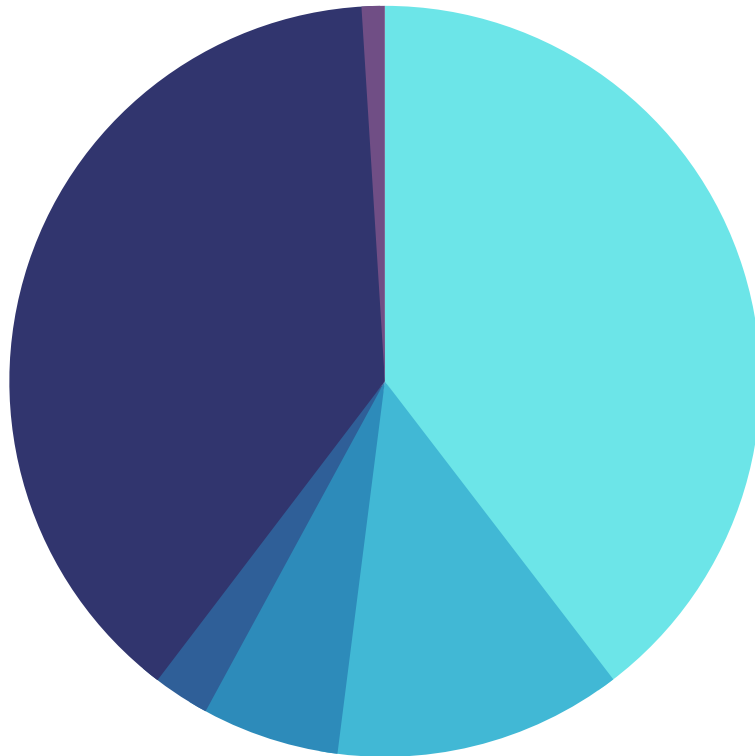
RAY ZUCARO

RVX Asset Management LLC

2022

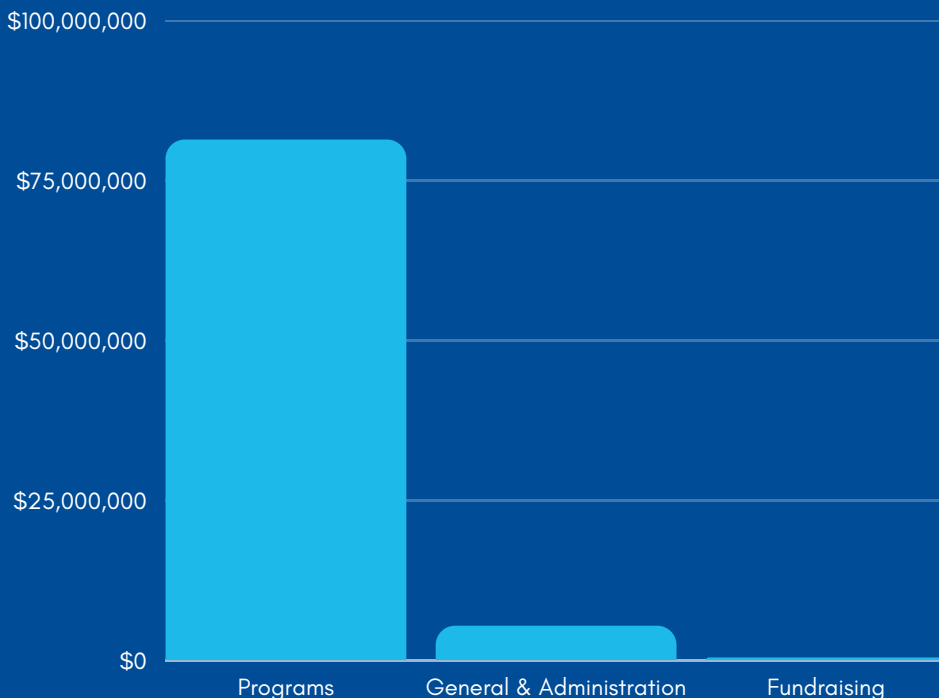
FINANCIAL OVERVIEW

TOTAL SUPPORT TO GULFSTREAM GOODWILL



| | | |
|--------------------------------|--------------|-------|
| RETAIL | \$35,971,857 | 39.6% |
| MISSION & COMMUNITY CONTRACTS | \$11,290,373 | 12.4% |
| INDUSTRIAL COMMUNITY CONTRACTS | \$5,366,149 | 5.9% |
| PUBLIC SUPPORT | \$2,208,415 | 2.4% |
| DONATED GOODS REVENUE | \$35,119,493 | 38.7% |
| ADMINISTRATIVE REVENUE | \$903,752 | 1% |

GOODWILL SUPPORT TO THE COMMUNITY: \$87,520,765



PROGRAMS
\$81,294,037

GENERAL & ADMINISTRATIVE
\$5,294,875

FUNDRAISING
\$331,853

93.6%

of every dollar goes directly to Gulfstream Goodwill Industries' programs and services

STRATEGIC PLAN

MISSION

Changing Lives through Housing,
Training, Education, and Employment

VISION

Vibrant communities, free of poverty,
homelessness, and unemployment

RESPECT

We treat people the way we want to be treated.

APPRECIATION

Employees as well as the organization will seek ways to positively reinforce other employees.

ACCOUNTABILITY

We accept ownership for our actions and for our work.

INTEGRITY

We do the right thing even when no one is looking.

INNOVATION

We choose to lead rather than follow.

SERVICE EXCELLENCE

We deliver our best always.

EQUITY

Supporting and encouraging employees to enhance their skills; modeling the behavior expected from all employees of Goodwill; inclusivity of all team members and persons served.

EMPOWERMENT

We invest in ourselves and each other.

I. Fiscal Health and Sustainability

We will strengthen the fiscal health of the organization by exercising sound business and finance/investment strategies. We will prioritize the strategic building of operational reserves and organizational assets.

II. Growing/Diversifying Revenue and Strengthening Net

We will grow revenues in donated goods through donor market penetration, ecommerce innovation and operational efficiencies. We will diversify and grow revenues by creating new social enterprises in our contracts and mission program areas.

III. Enhancing Mission

We will enhance our mission services with a focus on education, training and employment as pathways out of poverty.

IV. Investing in Ourselves

We will invest in our infrastructure to compete in today's marketplace. This includes equipment, technology, asset acquisition and most importantly our people

V. Telling Our Story

We will engage our community at every opportunity to tell our story. We will establish strong community relationships through our network of ambassadors to grow philanthropic investment that perpetuates our mission services



VICTORY STORY: BRANDEN CROSS



Branden Cross
Good Prints print shop employee

In 2018, Branden Cross's life took an unexpected and tragic turn when he became the innocent victim of a drive-by shooting. The incident left him with a devastating prognosis from his doctors: he would be paralyzed for life. Unable to return to his previous job, Branden found himself at a crossroads, facing not only physical challenges but also homelessness.

With the weight of his predicament bearing down on him, Branden turned to a beacon of hope in his community, the local homeless shelter managed by Gulfstream Goodwill Industries (GGI). Little did he know that this would be the beginning of an inspiring journey of resilience, redemption, and the power of second chances.

At GGI, Branden was not just another person seeking assistance; he was given an opportunity. He was hired as a retail associate, a role that not only provided him with a source of income but also a renewed sense of purpose. This was the first step in Branden's remarkable turnaround.

Over time, with his determination and a background in construction, Branden made valuable contributions to GGI's mission. He played a pivotal role in building out GGI's Good Prints print shop, showcasing his commitment to giving back to the community that had supported him during his darkest days.

Today, Branden is no longer the victim of a tragic incident but a symbol of resilience and strength. He has not only secured his own apartment but has also become an integral part of GGI's Good Prints print shop. His role extends beyond the confines of a job; he now spends his days teaching the art of screen printing to individuals with disabilities.

Branden's journey is a testament to the transformative power of compassion, support, and the unwavering spirit of those who refuse to be defined by their circumstances. His story stands as a reminder that in the face of adversity, with the right support and a determined heart, one can not only rebuild their life but also make a profound impact on the lives of others.

In Branden Cross, we find a living embodiment of the human capacity to rise above adversity and create a brighter future for oneself and those around them. His story reminds us that sometimes, the most profound transformations occur when we extend a helping hand to those in need, giving them the chance to rewrite their narratives and inspire us all.

VICTORY STORY: DYLAN CALVAGNE



Dylan Calvagne
Career Academy of the Palm Beaches
Student & Good Grub Student Intern

In August 2022, Dylan embarked on a transformative journey when he joined the Career Academy of the Palm Beaches. From day one, he demonstrated his unwavering dedication to his newfound path and the pursuit of his dreams. His story is a testament to the power of determination, growth, and the pursuit of one's passion. Dylan's role at the academy revolves around assisting with daily kitchen tasks and meal preparation. This experience has not only honed his culinary skills but has also taught him valuable lessons in communication and organization. The close collaboration with the resident chef, involving tasks such as managing meal orders and delivery, has provided him with hands-on training that money can't buy.

What sets Dylan apart is his commitment to personal growth. Once a week, he devotes time to enhancing his functional math and reading skills, recognizing the importance of a well-rounded education. The dedication he shows in this regard speaks volumes about his determination to succeed in every aspect of his life. In addition to his academic pursuits and culinary aspirations, Dylan is a shining example of self-advocacy. He has made remarkable strides in his ability to voice his needs and desires, a skill that will serve him well in any endeavor he chooses to pursue.

Outside the classroom and the kitchen, Dylan's interests reveal the depth of his character. He has an undeniable passion for working with animals, a calling that reflects his empathy and care for the world around him. His love for travel signifies an adventurous spirit, always eager to explore and broaden his horizons. Furthermore, his enthusiasm for kickboxing underscores his dedication to physical and mental well-being.

However, Dylan's ultimate dream lies within the culinary world. He aspires to be a chef, a calling that has been nurtured by his time at the Career Academy of the Palm Beaches. His journey from a kitchen apprentice to an aspiring chef is a testament to his dedication, passion, and hard work.

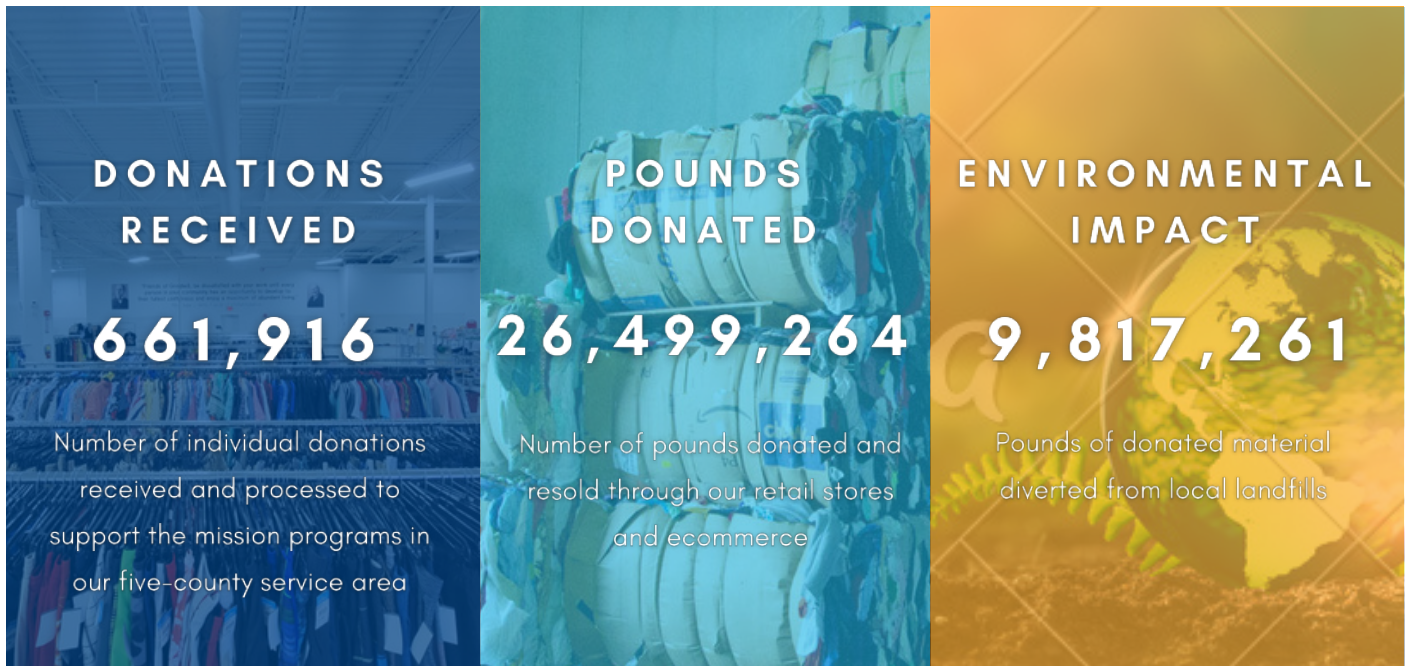
As we follow Dylan on his journey, we are reminded that the pursuit of one's dreams can lead to remarkable growth, not only in one's chosen field but in the person themselves. Dylan's journey is a testament to the enduring power of self-belief and the endless potential that resides within us all.

OUR IMPACT

COMMUNITY IMPACT



GULFSTREAM GOODWILL INDUSTRIES GREEN IMPACT



DONATED GOODS RETAIL & MICROENTERPRISES



Gulfstream Goodwill Industries operates 25 retail thrift stores, 1 outlet center, and 33 donation centers in five counties. Our retail and donation locations can be found in Palm Beach, Martin, St. Lucie, Indian River, and Okeechobee counties.



Our GoodFriend Discount Club continues to flourish, with two tiers: Gold and Silver Memberships. Gold members love the 25% off savings and multitude of additional perks they receive for \$5.99 a month. We love the ability to reach a large audience with texts to drive sales, make important announcements and connect with our valued guests and donors.



During times of life transition, Gulfstream Goodwill Industries' estate/downsizing services can coordinate customers entire donation process. For less then the price of moving or disposal, our team will assist you with itemizing, packing, and moving your donation.



BLUEBOX
The Reseller's Best Kept Secret

Goodwill Bluebox is a sustainable clothing and jewelry wholesale shop developed by GGI. Our mission is to maximize the impact of community clothing donations by reducing exports and waste while offering unique clothing finds at a fraction of retail prices. Clothing that didn't find its match in our stores is redirected before becoming environmentally harmful landfill waste, or economically burdensome textile exports.



Good Prints is a social enterprise of GGI.

Participants are given the opportunity to learn the skills needed for quality screen printing and embroidery on promotional items.

Good Grub is another social enterprise of GGI.

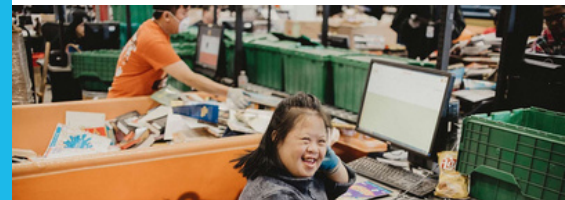


Participants prepare and serve food with the guidance of a supervisor to gain hands-on experience in food services. Future plans include catering services and a food truck.

E-Commerce



shopgoodwill.com



ShopGoodwill.com is our online auction site. Customers bid or purchase at "Bid Now" price on items donated to our Goodwill stores. Customers love the unique items to purchase knowing they are supporting the mission of Goodwill to fund education and training for people with disabilities.

OUR SERVICES

EMPLOYMENT SERVICES

- Youth and Adult ReEntry Programs
- Community Contracts
- Ticket to Work
- Career Camps Youth Ages 14-22

DEVELOPMENTAL SERVICES

- Capabilities of the Palm Beaches
- Capabilities of the Treasure Coast

CAREER ACADEMY OF THE PALM BEACHES

- Students with disabilities, ages 16-21
- Work experience and credentialing programs
- Career exploration and job placement services
- Job coaching
- Job shadowing

* In partnership with Palm Beach County and GL homes

< In partnership with Palm Beach County

HOMELESS & RESIDENTIAL SERVICES

- The Senator Philip D. Lewis Center *
- Lewis Center Annex <
- Belle Glade Homeless Resource Center <
- Lake Village at the Glades <
- Project Succeed, New Avenues, & Beacon Place <
- Youth Rapid Rehousing <
- Adult & Youth Permanent Supportive Housing <
- Home at J Street
- Project Home IV <
- Home at Tamarind
- Senior Homeless Prevention Program <
- Travelers Aid <

MICRO-ENTERPRISES

- Good Grub
- Good Prints





PLEASE SUPPORT OUR MISSION

By donating to Gulfstream Goodwill Industries, you directly support individuals and families right here in our community. From assisting individuals with supportive housing, to providing job training skills, to providing reentry services, Gulfstream Goodwill Industries has been helping create communities that embrace and empower those who need a hand.

Whether your donation is monetary or in the form of a merchandise donation, or support through shopping at our retail and ecommerce stores, we appreciate your support. To make a monetary donation, please visit our giving portal at GoGGI.org/take-action or scan here.

Corporate Campus

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GoGGI.org

