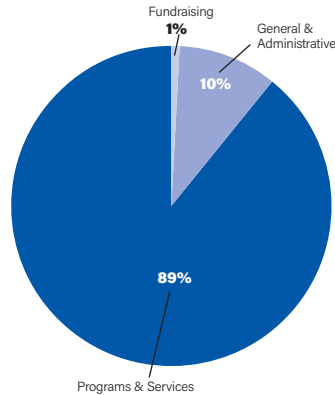


WHAT THE COMMUNITY GAVE

■ Sale of Donated Goods	\$35,582,000
■ Workforce Development & Community Programs	15,292,000
■ Business Contracts	14,160,000
■ Other	453,000
■ Other Public Support	2,030,000
Total	\$67,517,000

WHAT DISCOVER GOODWILL GAVE BACK

■ Collecting, Processing & Selling Donated Goods	\$27,370,000
■ Providing Workforce Development & Community Programs	13,933,000
■ Performing Business Contracts	13,544,000
■ Administrative Support for Programs & Occupancy	6,451,000
■ Investment in Plant & Equipment	5,382,000
■ Fundraising	837,000
Total	\$67,517,000



Thank you to all of our Sponsors, Donors, Volunteers and Community Partners. We could not achieve our mission without you.



1460 GARDEN OF THE GODS RD., COLORADO SPRINGS, CO 80907
719.635.4483 | DISCOVERMYGOODWILL.ORG

2018 IMPACT REPORT

DISCOVER GOODWILL OF SOUTHERN AND WESTERN COLORADO



Angel Green
2018 Helms Legacy Award Honoree





Dear Friends,

The past year was an exciting one for Discover Goodwill, full of opportunity and changed lives throughout Southern and Western Colorado thanks to the generosity of our donors, the leadership of our boards

of directors, and the dedication of our staff and volunteers.

Sometimes it is hard to understand the Goodwill puzzle because it has so many pieces. One phrase that puts it all together for me is this: Goodwill helps transform the impossible into the possible. You might ask what IS that "impossible"?

Impossible is ... with a record of incarceration, applying for jobs day after day, and hearing NO a hundred times. **Possible** is being hired despite that record and working your way up to become a store manager.

Impossible is ... believing that just because you are different you will never be able to support yourself financially. **Possible** is earning a paycheck alongside colleagues who respect and admire you.

Impossible is ... living on public assistance and not seeing a way up and out. **Possible** is someone believing in you and giving you access to job training that equips you for a well-paid career.

These examples illustrate how at Discover Goodwill, nothing is impossible! We are honored to share stories with you that will complete that picture even more.



Last year, so many of you worked alongside Discover Goodwill to help 5,680 people become more independent through the power of work.

And together we helped change the lives of 76,099 individuals in our community. Thank you!

With Gratitude,

Karla Grazier
Karla Grazier

President & CEO of Discover Goodwill

MISSION

Discover Goodwill of Southern & Western Colorado is dedicated to helping people reach their highest level of personal and economic independence.

GOVERNING BOARD OF DIRECTORS

Deborah Hendrix, **Chair**
Phil DeVries, **1st Vice Chair**
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Scott Mikulecky, **Secretary**
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Jeffrey George
Michael Gould
A. Bart Holaday
Kristel Hybl
Alicia McConnell
Virginia (Ginna) Morgan
Todd Reynolds
Steve Roush
Mari Sinton-Martinez
Jim Spittler
Trent Stafford
Alan Steiner
Wendel Torres

FOUNDATION BOARD OF DIRECTORS

Gary Winegar, **Chair**
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Christy Walsh, **Secretary**
Jerry Grage, **Immediate Past Chair**
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Tom Neill
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Lisa Rutherford
Donald Spradlin
Michael P. Suggs
Barb Winter

2018 HIGHLIGHTS

76,099

people served in the community



47 counties served

5,680

people placed in community jobs



1,401

volunteers donated

43,000

 hours

13,195

individuals received training and career services

1,367

individuals employed with Discover Goodwill

people assisted at home with daily living needs:

342

6,720

 emergency clothing vouchers valued at

\$67,199



239.81 TONS

of computers recycled through Dell Reconnect

earnings of individuals who found employment:

\$122.9 MILLION

1,522,449

retail center purchases — excellent value at low prices

number of material donations made to Discover Goodwill:

916,811

impact from salaries earned by people employed because of Discover Goodwill:

\$445.2 MILLION

donations received or repurposed:

62,159,786 LBS.

241,532

e-commerce transactions — convenient online shopping 24/7 at pickgoodwill.com

