

## 2019 Annual Results Goodwill of Lorain County Ohio

**2019 Our Environmental Impact**

**RECYCLING IN POUNDS**

Clothing	1,427,504
Shoes and Accessories	45,614
Cardboard	79,646
Books	200,584
Metal	156,559
e-Recycling	32,810
Other Recycling	41,000
<b>Total Recycled Materials</b>	<b>1,983,717</b>

**2019 Our Mission Programs**

**COMMUNITY SERVICES**

Job Fairs	179
OOD	2,066
Walk-In/Other	4,696
Job Club	2,525
Reentry, Recovery, Veterans & Youth Services	17,081
Digital Skills Training	3,329
Community Service	1,613
Food Pantry	2,206
<b>Total Services Provided</b>	<b>33,695</b>



**2019 Our Support and Revenue**

**INCOME and EXPENSES**

Goodwill Stores	\$ 3,569,409
Post Store Recycling	\$ 282,486
Contract Services	\$ 261,190
Mission Services	\$ 284,043
Contributions / Other	\$ 82,396
<b>Total Income</b>	<b>\$ 4,479,524</b>
Programs	\$ 3,863,640
Fundraising	\$ 39,363
Management / General	\$ 336,598
<b>Total Expenses</b>	<b>\$ 4,239,961</b>

**2019 Our Goodwill Team**

**HUMAN RESOURCES**

Wages and Benefits Paid	\$ 2,682,802
Youth Trained and Employed	32
Management positions internally:	75.0%
Turnover Reduction	23.9%
Community Members Hired	183
Community Members Employed	154