Changing Lives!
Mission:
Goodwill Industries of Southwest Florida is committed to serving people with disabilities and disadvantages by offering life-changing opportunities to achieve independence.

Vision:
To be recognized as a valued leader and resource for people with disabilities and barriers to employment in the communities we serve.
Dear Friends

Helping people help themselves has been the cornerstone of Goodwill’s mission for 116 years. Our founder, Dr. Edgar J. Helms, created a successful social enterprise model that promotes self-worth by teaching people employable skills so that they may become self-sufficient. For more than a century the “Power of Work” has fueled our mission and made a difference in the lives of millions of people.

Local Goodwills across the country and Canada last year collectively placed 288,000 people in employment and more than 38.6 million people used computers and mobile devices to access Goodwill education, training, mentoring and online learning services to strengthen their skills.

Last year our Goodwill Industries of Southwest Florida, with a history of 52 years of providing services in Southwest Florida, served just fewer than 28,000 individuals in our five county areas. In addition, we helped 1,052 individuals, or 1 out of every 9 individuals served, secure a job. Also after Hurricane Irma our recovery initiatives served hundreds of individuals in their time of need by providing the community with $30,000 in disaster recovery vouchers. We also completed 308 FEMA and 876 emergency food stamp applications.

In 2017, our Goodwill weathered some challenging retail times as we navigated our way through what seems to be a new way of consumer shopping. It caused us to rethink some of the ways we manage our retail business and gave us the opportunity to look at innovative ways that we can serve our donors and shoppers better. You might ask why is this important for Goodwill? Our stores are the main source of revenue that supports our programs and services. Without donations and without shoppers we would not be able to serve the tens of thousands of people we help each year. 89 cents of every dollar spent in our stores supports local programs and services for people with disabilities and disadvantages in our Southwest Florida area.

Sadly hope, dignity, and independence are not a given for every individual in our community. It has been our mission here at Goodwill Industries of Southwest Florida to give everyone, no matter their barrier, the opportunity to obtain these basic rights and to help them reach their full potential.

I’m very proud to share with you in this report some amazing individuals and companies who exemplify Goodwill’s mission. In the next few pages you will read stories that put a face on our mission, you will see Goodwill’s impact in our community and you will understand why it is my honor to continue the legacy of our founder Dr. Edgar J. Helms who believed simply in a chance, not charity.

In closing, I would like to thank all of our donors, shoppers, communities, partners, staff and Board members for joining with Goodwill to provide a hand up to individuals and families throughout Southwest Florida.

Sincerely,
Michael W. Sullivan, Chairman
Rick Evanchyk, President/CEO
Our 89 cents of every dollar Thank

Goodwill Helped 1,052 or 1 out of

27,988
Unduplicated individuals we served in Lee, Charlotte, Collier, Hendry and Glades Counties

The Mobile Job-Link served
564
Individuals and secured jobs for 17 individuals

400
Veterans and their Families received services

Goodwill SWFL MicroEnterprise Institute helped
107
entrepreneurs
starting 60 new businesses

$30,000
in IRMA disaster recovery vouchers were distributed and

308
FEMA and

876
Emergency Food Stamp applications were completed with our assistance.
Impact supports our mission
You

Every 9 Individuals Served Secure a Job

9,330 Persons were provided services through our Neighborhood Outreach Food Pantry, Community Garden, Job-Link Services

39 Individuals with disabilities were placed in competitive employment

18 in Pathways Program and

21 in High School High Tech

11 Individuals were placed in our Automotive and Culinary Credentialing Programs

Goodwill Housing has

200 units for people with disabilities and

54 units for low-income seniors.

3 Trailways Camp provided overnight camping experiences to 57 adults with disabilities.
Today, Daisy Martinez, 32, has a broad smile and dimples so deep, one can barely notice the scars across her face until she points them out. Two years ago, she was in a very different place in her life.

“I was in an abusive relationship with a man, he attacked me in front of my 8-year-old daughter when I came home from work one day,” Martinez recalled.

As she lay unconscious from the beating, her daughter ran to a neighbor for help. The boyfriend took off. Martinez was taken to the hospital; her sister took care of the little girl.

“I had to leave everything behind, my job, my home, because he knew where I worked and lived.”

Her older sister, Kaysy Maradiaga, is a Job-Link Coordinator at the Goodwill Job-Link Center on Palm Beach Blvd. in Tice. She helped place Martinez and her daughter at the ACT Shelter. She also assisted with updating her resume, practicing interviewing skills and obtaining proper clothing so she could apply for a new job, all typical services offered at Goodwill Job-Link Centers.

“I was lost, hurt and confused. Goodwill has some great people who helped motivate me,” she said.

She was hired in July 2016 as a part-time cashier at the Palm Beach Donation & Retail Center and has since been promoted to shift manager with full-time benefits.

After she became employed with Goodwill, she and her daughter were able to move out of the shelter and into stable housing.

“She always comes to work and does what she’s asked to do. She’s a team player,” says Store Manager Mainor Munguia. She now leads 12 employees and tries to be a role model.

“I’m going to keep pushing so I can be a store manager and some day run my own business,” Martinez said. Her sister knows that to be true.

“I nominated her because of her professional growth. She literally started from nothing. I’m so proud of her and I know that the sky is the limit for her,” says Maradiaga.

Martinez’s vision for her own retail business is one where women can feel pampered with salon services and boutique clothing. Her other goal is to teach children how to dance to all forms of music.

Her dimples get deeper as she smiles and says, “I love to dance.”
Janis Morgan shares photos on her phone of curry stew, oxtails and rice, red velvet cupcakes and other comfort food she prepares for customers. As owner of Soulful Cravez, a new Fort Myers area catering business, Morgan’s excitement for all things culinary is infectious.

“It’s something to see when the community tastes your food for the first time. Your family politely says they like it, but when strangers like it, it’s so amazing,” Morgan, 26, said.

Four years ago, she couldn’t imagine the independence she has now. A high school drop-out and alcoholic, she was in the “wrong place at the wrong time,” she said. From 2015 to 2016, she spent nearly two years in an Ocala prison, and then she found jobs in the fast food industry as part of a work release program.

“When you come out of a place like that, you come home.” Home was the Fort Myers’ Pine Manor neighborhood, whose improvement association operates a community center and garden. It is staffed by Shari Clark, a resident coordinator employed by Goodwill Industries of Southwest Florida.

“If it wasn’t for Miss Shari, I don’t know what I would’ve done,” she said. “When you get out of prison they tell you there are all these agencies out there ready to help. Miss Shari was the only one who helped me.”

Clark helped Morgan, sober four years now, apply for state benefits and gave her items from the center’s food pantry. In addition, Clark and Sandra Plazas, Goodwill’s Community Education Manager, offered Morgan life-changing opportunities through a continuum of Goodwill programs and services.

Morgan enrolled in the Goodwill culinary course taught at the Pine Manor Community Center, where she earned her SafeStaff food handling certification. She also studied for her GED. Morgan received her high school diploma and graduated from the culinary program within days of each other. She didn’t stop there.

She continued her education at Goodwill’s MicroEnterprise Institute, a six-week course that helps entrepreneurs develop a small business feasibility study. She graduated in October 2017, and launched Soulful Cravez food vendor and catering business.

“I didn’t expect to get all that I’ve gotten from Goodwill. Your dream can be a dream, but they can teach you how to make it a reality,” Morgan said.

As someone who “always needed something” from someone else, she is now giving back to the Pine Manor community by serving as an assistant instructor for Goodwill’s teen culinary course during the summer of 2018. She is pursuing obtaining a food truck as the next step for Soulful Cravez.
Presented by: Southwest Florida Goodwill Foundation

2017 Breakthrough Employer

Caloosa Animal Shelter

An emaciated caramel-colored dog is brought to the lobby of the Caloosa Humane Society Shelter; her ribs protruding and her appetite voracious. All eyes are on the rescue dog as she laps up the dish of food prepared to help fill out her large frame.

Outside, an energetic bulldog named “Chubbs” tests the strength of his leash as Kennel Technician Patrick Grant soothes the rescue pup, whose new fit-and-trim figure no longer matches his name.

Executive Director Jennifer Johnson rushes to beat the clock and deliver 10 strays to a Naples adoption center before they close. These are snapshots of a day in the life of animal shelter employees.

The LaBelle “no kill” shelter cares for hundreds of dogs and cats annually and relies on many volunteers to perform some of the less appealing shelter jobs, such as cleaning the kennels and litter boxes. That doesn’t bother Grant, who began volunteering at the shelter as part of the Able Trust Florida High School High Tech Program, which is offered at several high schools, including LaBelle High School.

Administered by Goodwill Industries of Southwest Florida, the program helps students with disabilities or disadvantages establish career goals.

Grant had an allergic reaction to plastic ear tubes, which caused deafness for two years and delayed his speech development.

The shelter seemed like a good fit for the teen, who has owned and cared for dogs, cats, birds, fish and hamsters as pets.

After graduation, Grant tried working a job as a retail stocker and janitor, but he changed course and applied to work at the shelter because he likes “hanging with the animals.”

“He’s a model employee,” says Shelter Manager Ida Erwin. I don’t know of many kids who don’t like animals, but it has to be the right fit. It’s nice to show the students what a job can be and to give them something constructive to do in the community.”

Several students enrolled in the program have chosen the shelter, which allows them to volunteer before and after school and during the summer months.

“Education is huge and if we can give these young adults a step up in life to find their passion, we will,” Johnson said.
After Hurricane Irma blew through Collier and Lee Counties in September 2017, donors from around the country were offering aid. Rooms To Go Furniture Company had 80 rooms of furniture that they wanted to donate to hurricane victims; they asked Goodwill to help choose the recipients and deliver the goods.

“My first call was to Two Men and a Truck, whom I knew from past experience would go above and beyond to help us with this community service,” says Jody Jacoby, Director of Operations for Goodwill Industries of Southwest Florida.

“Following Hurricane Irma, we were slammed with work; one of our employees lost his house and car, we unfortunately had a long time employee pass away due to an aneurysm. Our office had been without power since, and we were running both the Fort Myers and Naples office out of our homes using our personal cellphones,” says Bryan Fitch, General Manager of Two Men and a Truck Fort Myers and Naples. “Jody called and I told him, “We’ll make it work.”

Goodwill coordinated the addresses and room types. Two Men and a Truck fanned out with eight truckloads of goods to deliver. Paula Perez received one of the bedroom sets.

“Our walls and roof were ripped away and the flood finished the rest of our things. It’s been over a month we had to live in our home this way. Thankfully for people like you, we are getting back on track,” Perez wrote.

Two Men and a Truck answered the call again when the Hershey Foundation and United Way Collier County needed furniture and mattresses delivered to 23 families after the storm.

When Fitch transferred to the Fort Myers/Naples franchise in January of 2017, the first moving job he observed was a charity event for Goodwill. He and his staff helped deliver 22 holiday trees that Goodwill had raffled in its annual Festival of Trees fundraising event. Two Men And A truck dedicated 4 trucks to transport the trees, and deliver them to the raffle winners’ homes.

“That was a breath of fresh air compared to what we’re used to moving daily,” Fitch says.

There are two other major events that Two Men and a Truck help with each year: Movers for Moms, which reaches out to local business to become collection sites, then delivers all donated items to Naples Shelter for Abused Women and Children before Mother’s Day. Also, their Movers for Mutts campaign collects animal necessities through local collection sites as well, all donated items are then brought to Lee County Domestic Animal Services.

The company strives to give back three percent of its annual earnings, Fitch says.

Last year, their earnings were around $2.3 million, not including charitable donations!
Ann Arnall has lived her entire life in Fort Myers and was raised with a strong belief that it’s important to give back to the community. She chose a career in social services, where she learned first-hand how much need there is for agency funding, staffing and volunteers.

Her work began with helping children in foster care at the former Florida Department of Children and Families. Her path developed into administrative responsibilities as director of the Lee County Human Services Department. Before she retired in May 2016, she told non-profits who eagerly wanted her time and talents that she wanted six months before committing to anything.

“There were a couple of things I wanted to do. I missed the hands-on approach to helping others that I had earlier in my career,” Arnall said.

She didn’t make it to her six-month mark. Four months later she said “Yes” to volunteering at Trailways Camp.

Founded by Sharon and Jerry Miller of the Robert V. and Benjamin G. Miller Fund, Trailways Camp provides camping experiences for adults with disabilities in Southwest Florida. Goodwill Industries of Southwest Florida, Inc. has been the service provider for the Trailways Camps since October 2012.

“Ann’s commitment to Trailways Camp is inspirational. We are fortunate to have such a caring volunteer coordinator,” said Goodwill’s Mike Clay, Trailways Camp Coordinator.

Sixty adults with disabilities annually attend the overnight camping sessions. Campers enjoy fishing, canoeing, arts and crafts, swimming, campfires, nature walks, and much more. “I knew Trailways Camp would be rewarding, but it ended up I couldn’t go because I needed to help care for a family member,” she said.

That fall, she accepted the Volunteer Coordinator position at Camp. She’s worked several camp sessions, scheduling a list of 100 available volunteers, making hundreds of phone calls, even staying overnight at camp to help wherever she is needed.

“I knew I could do the administrative work, but I was really excited about being around the campers. They have such a love for life and they enable me to push my envelope such as getting me to dance at dance night,” she laughs.

She is acutely aware of the need for full-time caregivers to receive respite and helps calm their anxieties about being away from their loved one overnight.

“I love to watch the caregivers’ faces when they return to pick up their camper. They watch a video of their camper in the Trailways environment and you see how fulfilling it is for everyone,” she said.

Volunteering at Goodwill: While many volunteers help in our retail stores, we have openings at our main office, the Goodwill Opportunity Center, as well as our Job-Link centers, programs like Trailways Camp, and at special events such as the Festival of Trees. For more information about volunteer opportunities at Goodwill, please visit www.goodwillswfl.org/volunteering
ImageFirst is not a photography studio, nor is it a graphic design company.

Founded in 1967, ImageFIRST is the largest national healthcare laundry service specializing in the outpatient medical market. They have 36 locations serving more than 11,000 medical facilities across the country, including a location in Cape Coral.

Once you get to know the associates of ImageFIRST, you soon realize the company name genuinely reflects the caring culture inside the Cape Coral healthcare laundry business.

It starts when associates walk in the door and gather for the morning huddle to go over the day’s activities. A large banner spells out how the company encourages associates to act by ‘Leading the Way’.

“Each of our 27 associates learn that Leading the Way means they work in an environment where they can be respectful, be remarkable, be safe and be honest,” explains Heddy Collazo, ImageFIRST Human Resources Administrator.

Living those values starts with their coworkers. They work around large machines to clean, dry and decontaminate a variety of linens, towels, garments and rugs for healthcare offices. A bin of pink gowns sits waiting for the next available washing machine. Production Associates carefully go through a bin of garments and occasionally may find needles to safely dispose of in a sharps container. Exposure to chemical cleaners and biohazard fluids requires they wear personal protective equipment and have each other’s back while working in the plant.

That caring attitude extends to the community, whether to the medical teams and patients they serve or the broader Southwest Florida community. ImageFIRST CEO Jeff Berstein is the driving force behind the company’s philanthropic work ethic.

“It starts at the top,” says Sergio Hernandez, General Manager for the Southwest Florida territory. “As a privately-owned company, we can design how we want to live those values.”

In one example, that meant bringing the entire ImageFIRST crew to Goodwill’s Opportunity Center to paint classrooms in the Pathways to Opportunity program space. On another day, they bought lunch for the program participants and then the management team stayed to serve it to participants, all while in costume for Super Hero Day.

A bulletin board in the ImageFIRST lobby is filled with thank you letters from organizations who have benefitted from their volunteer efforts. St. Jude Children’s Research Hospital, school back pack distribution, food collections, and the list goes on.

“We have a Community Giving Committee of associates who meet to decide what motivates us. They are the voices of our operating principles,” says Collazo.

The committee’s goal was to develop quarterly events each calendar year, which led the way to now monthly philanthropic activities.

For more about ImageFIRST, log onto www.imagefirst.com/Our-Community-Support.

Presented by:
Southwest Florida Goodwill Foundation

2017 Breakthrough Philanthropist
ImageFirst
Thank you to our 2017 Contributors

The Southwest Florida Goodwill Foundation is a qualified 501(c)(3) organization whose sole purpose is supporting the mission of Goodwill Industries of Southwest Florida.

The Foundation serves as the official recipient of charitable contributions from the general public. These donations may include outright cash gifts or multi-year pledges, appreciated securities, and certain categories of marketable assets such as real estate. Donors may leave a legacy through testamentary beneficiary designations by will, individual retirement accounts, life insurance, and trusts. The Foundation provides giving opportunities at fundraising events such as the Festival of Trees.

Finally, our Foundation also accepts “Round Up” donations at our store cash registers, corporate donations through employee matching gifts and corporate foundations, and other qualified foundations or donor-advised fund sources.

The Foundation is committed to generating and stewarding diverse funding sources to help Goodwill more adequately address the emerging needs of our region. The unrestricted and restricted funding opportunities for our philanthropic friends to make impactful investments are:

- Mission Excellence
- Education & Scholarship
- Employment & Training
- Housing
- Youth and Adult Empowerment

Mr. Ramon Acero
Mr. & Mrs. Jerome and Diane Aune
Ms. Marina Asher
Mr. Ray Atkinson
Ms. Hilda Avdelian
In Memory of Beulah, age 15, Love, Marci
Mr. Bryan Avery
Mr. & Mrs. Richard and Janet Baird
In Memory of Mrs. Marjorie Scheming-Wilson
Mr. Ben Baldwin
Mr. & Mrs. William and Lisa Barrett
Mr. Steve Blair
Mr. Butch Borchert
Mr. & Mrs. Teely Byrd
Mr. Steve Carlen
Mr. Marc Carver
Mr. Ron Chawkins
B&I Contractors
Mr. Jeff Cooper
Big Smoke BBQ & Catering
Mr. Butch Borchert
The Columbia Property Group, Inc.
Communications & Data Solutions
Ms. Noelle DeVeille
Ms. Bette Dobra
Ms. Denae Dolle
Coasting Donuts
Gen. & Mrs. James Dozier
Mr. Richard Driscoll
Mr. Perry Duryea
Mr. Jeff Edwards
Mr. Dave Erdner
Mr. Randy Fairchild
Enterprise Holdings Foundation
Extra Sweet Spot
Mr. & Mrs. William and Virginia Fellows
Mr. Randy Fairchild
Mr. Gerry Fiore
Florida Southwestern State College
Sam Galloway Ford
Ms. Linda Franzese-Thompson
Ms. Michelle Ford
Mr. Jeff Fusco
GCC Construction, Inc.
Mr. Ken Gibson
Mr. Frank Giordano
Goodshop
Mr. Matthew Gordon
Ms. Cheryl Gutjar
Foster Grant
Mr. Alan Hadad
Mr. John Haelrho
Mr. Travis Hampton
Hello SWFL
Mr. and Mrs. Jason Hochberg
Mr. & Mrs. John and Cheryl Hone
Mr. & Mrs. James Humphrey
JWILL Mentorship Foundation
Mr. Dave Johnson
Mr. Mike Johnston
Ms. Collene Jorgensen
Mr. Tom Kennedy
William & Stephanie Keyes
Mr. Leif King
Mr. Ron Kitchin
Mr. Danny Kole
Mr. Darren Krockmeyer
Ms. Cheryl Laird
Ms. Gail Lamarche
LCEC
Mr. Wayne Lever
Mr. Anthony Leon
Mr. & Mrs. Kevin Lewis
Mr. & Mrs. Rich McConville
Mr. Mike McWillimas
Mr. Dustin Mcloon
Mr. Dan Marple
Mr. Matthew Marzana
MediaVista
Mr. Chris Meyer
Mr. John Meyer
Mr. Jeremy Miller
Mr. & Mrs. Jerry Miller
Moe’s
Mr. Melanie Moe
Mr. Saleem Momani
Mr. & Mrs. Leeland E. Moore
In memory of Dr. Marjorie Wilson
Mr. Teresa Nelson
In memory of Dr. Marjorie Wilson
MediaVista
Elsie Mercado
Mr. John Meyer
Moe’s – Mike Silverman
Mr. & Mrs. Leeland E. Moore
In memory of Dr. Marjorie Wilson
Mr. Kirk Munson
Mr. Teresa Nelson
In memory of Dr. Marjorie Wilson
Mr. Heather Noel
Norris Furniture Interiors
Mr. Dan O’Brien
PeapleScout
Ms. Julie Pelrak
Ms. Jenni Peoples
Mr. Chris Peters
Carol B. Phelan Foundation
Mr. Rick Phillips
Ms. Millic Pineda
Mr. Alison Polio
Mr. Noah Pollock
Mr. Ray Potts
The William & Ellen Pritts Charitable Fund
Publix Super Markets Charities
Ms. Suzanne Redavid
Mr. James Reville
Mr. Dan Rotondi
Melodie Schroth
Ms. Grace Sears
Ed Sherman
Sidney & Barne Davis Art Center
Mr. & Mrs. Jon Simmons
Ms. Kimberly Smith
Smith & Wesson
Mrs. Catherine Spear
Ms. Donna Stair
Mr. James Stepanic
Mr. Joseph Sullivan
Refined Benefits dba Sullivan
Mr. Charles Sweeten
Rotary Club of Cape Coral
Suncost Beverage Company
Suncoast Credit Union
SunTrust
Ms. Anne Talcott
Tamu Cupcake
Ms. Carol Thomas
Ms. Sarah Thomas
Mr. Shane Touchstone
Mr. & Mrs. William Turis
US Sugar
Ms. Jennifer Valdes
Dr. Tim Verwey DMD PA
Mr. Jerry Welby
Mr. Jerry Welby
Mr. Aaron Wilson
Ms. Geselda G. Wilson
In Memory of Marjorie Scheming-Wilson
Ms. Molly Wright

Thank you for... Volunteering your time, Donating goods, Donating financially, and Shopping in our Stores.
You are helping to Change Lives in Southwest Florida.
Goodwill Industries of Southwest Florida, Inc.
GW Services of Southwest Florida, Inc.

2017 Summary Financial Statement Information
(for the year ended in December 31, 2017, Audited)

**BALANCE SHEET**
(as of December 31, 2017, Audited)

<table>
<thead>
<tr>
<th>ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets:</strong></td>
<td></td>
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<tr>
<td>Cash &amp; Investments</td>
<td>$ 4,069,659</td>
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<tr>
<td>Accounts Receivable</td>
<td>$ 316,218</td>
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<td>Inventories &amp; Other Current Assets</td>
<td>$ 5,437,877</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>$ 9,823,754</strong></td>
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<tr>
<td><strong>Non-current Assets:</strong></td>
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<tr>
<td>Land, Buildings &amp; Equipment (Net)</td>
<td>$ 31,087,626</td>
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<tr>
<td>Intangible Assets</td>
<td>$ 224,060</td>
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<tr>
<td>Long-term Receivable – Financing</td>
<td>$ 14,333,181</td>
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<td>Long-term Pledge Receivable</td>
<td>$ 2,115,424</td>
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<td>Other Non-current Assets</td>
<td>$ 9,267,476</td>
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<tr>
<td><strong>Total Non-current Assets</strong></td>
<td><strong>$ 57,027,767</strong></td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$ 66,851,521</strong></td>
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</tbody>
</table>

| LIABILITIES & NET ASSETS                         |       |
| Current Liabilities:                             |       |
| Accounts Payable & Accruals                      | $ 3,174,947 |
| Other Current Liabilities                        | $ 1,183,483 |
| **Total Current Liabilities**                    | **$ 4,358,430** |
| Non-current Liabilities:                         |       |
| Long-term Debt - Financing                       | $ 28,262,751 |
| Long-term Debt                                  | $ 201,462 |
| **Total Non-current Liabilities**                | **$ 28,464,213** |
| **Total Deferred Revenue**                       |       |
| **Total Liabilities & Deferred Revenue**         | **$ 32,822,643** |
| Net Assets                                       | **$ 34,028,878** |
| **TOTAL LIABILITIES & NET ASSETS**               | **$ 66,851,521** |

**INCOME STATEMENT**

<table>
<thead>
<tr>
<th>REVENUES</th>
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<tbody>
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<td>Retail Stores</td>
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<td>ECommerce</td>
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<td>Salvage</td>
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<td>Community Support Services (CSS) &amp; Grants Revenue</td>
<td>$ 2,672,540</td>
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<td>Business Services</td>
<td>$ 2,071,510</td>
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<td>Other</td>
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<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$ 36,117,186</strong></td>
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<table>
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<th>EXPENSES</th>
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<tbody>
<tr>
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<td>ECommerce</td>
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<td>Salvage</td>
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<td>Community Support Services (CSS)</td>
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<td>Business Services</td>
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<td>General &amp; Administrative</td>
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<td>Other</td>
<td>$ 248,975</td>
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<td><strong>TOTAL OPERATING EXPENSES</strong></td>
<td><strong>$ 34,667,157</strong></td>
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<table>
<thead>
<tr>
<th>INCOME FROM OPERATIONS</th>
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<tbody>
<tr>
<td><strong>$ 1,450,029</strong></td>
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<table>
<thead>
<tr>
<th>LESS</th>
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<tbody>
<tr>
<td>Depreciation &amp; Amortization</td>
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<td>Impairment Loss</td>
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<tr>
<td>Gain/Loss on Interest Rate Swap Agreement</td>
<td>$(78,592)</td>
</tr>
<tr>
<td><strong>NET INCOME</strong></td>
<td><strong>$(1,304,975)</strong></td>
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</table>
Board of Directors:

Thank you to our 2017 Board of Directors for your support and dedication to the mission of Goodwill Industries of Southwest Florida.

Officers:

Michael W. Sullivan, Chairman
William J. Barrett, Vice Chairman
Catherine M. Speer, Secretary
Robert M. Arnall, Treasurer/Assistant Secretary
Rick Evanchyk, President/CEO

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Chico Rivera
Dale Schneider
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Catherine M. Speer
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John Nadeau, Vice President of Operations
Fred Richards, Vice President of Community Support Services
Doug Stewart, Vice President of Finance
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Commission on Accreditation of Rehabilitation Facilities (CARF)
Florida Goodwill Association
Florida Division of Vocational Rehabilitation
Goodwill Industries International, Inc.
Southeastern Association of Goodwills
United Way of Charlotte County
United Way of Lee, Hendry, Glades, and Okeechobee Counties
United Way of Collier County

Grant and Program Support:

ABLE Trust
ABLE Trust DEAM
Bank of the Ozarks
BankUnited
Busey Bank
Charlotte State Bank and Trust
City of Cape Coral
City of North Port
Comerica Bank
Enterprise Charlotte Foundation
Enterprise Holdings
First Citizen Bank
First Florida Integrity Bank
FineMark Bank and Trust
Florida Community Bank
Hanger Foundation
Health Planning Council of Southwest Florida
IBERIABANK
ImageFirst
Lee County Department of Human & Veterans Services
Martin Foundation
Margaret McCartney & R. Parks Williams Foundation
Midwest One Bank
Mutual of Omaha Bank
PNC Foundation
Publix Foundation
Richard M. Schulze Foundation
Robert M. Cahners
Robert V. and Benjamin G. Miller Fund
Southwest Florida Goodwill Foundation
Special Training and Rehabilitation
SunTrust Foundation
Third Federal Savings & Loan
United Way of Lee, Hendry, Glades and Okeechobee Counties
United Way of Charlotte County
United Way of Collier County
Walmart Foundation
WellCare Health Plans
Wells Fargo Bank
Goodwill Industries of Southwest Florida, Inc.

Opportunity Center
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