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#WEAREGOODWILL

## Friends of Goodwill:

Each day, we are impacting lives across greater Milwaukee and Chicago, standing strong in our 105-year history to serve our local communities alongside partners that believe in our mission: Connecting people to work. Preparing people for life.



We value the power of partnerships to strengthen our ability to assist people in building new lives. In 2024, we expanded our reach to impact more than 110,000 lives – getting job-seekers ready to work, including supporting teens and young adults with foundational skills to prepare for and find a job, and meeting people where they are with community support services to promote health, independence and economic stability.

In the city of Chicago, we opened a Goodwill Store & Donation Center in Avondale, creating jobs and offering a simple way to give items a new life and turn donations and purchases into opportunities for community members. We increased access to workforce development programs and services by expanding into the North Lawndale neighborhood and Aurora, Illinois, opening the door to career exploration and connecting people to jobs in growing sectors.

In greater Milwaukee, we continued building on our established presence and growing our partnerships, including with Advocate Aurora Health in Racine to provide a certified nursing assistant (CNA) program. We delivered staterecognized programs that integrate services, resulting in successful employment outcomes. We also celebrated our programs and partnerships with community supporters, donors and our board of directors at our inaugural New Lives Luncheon.

Remaining steadfast in our belief that we are strongest when we come together, we will continue to create opportunities for collaboration and build a resilient workforce, staying on top of the evolving needs of the communities we serve.

All of this is possible because of our 5,700+ employees who put their hearts into their work daily - thank you.

Together, with our employees and partners, we are advancing our mission because at Goodwill, we know that when we come together as one, our community grows exponentially.

With gratitude,

Jackie Hallberg | President & CEO

# Goodwill Greater Milwaukee & Chicago



## **OUR MISSION**

# Connecting people to work. Preparing people for life.

This is why Goodwill exists: to remove barriers and empower people to build skills, careers and better lives for themselves, their families and their communities.

## **OUR APPROACH**

## Focusing on workforce development

We create innovative programs, connect people to resources and build powerful partnerships. We fund this work through your generous donations; our retail business; our Goodwill TalentBridge staffing and recruiting service; and Goodwill Great Lakes.

## **OUR IMPACT**

## Demonstrating how we make a difference

Whether we're simply helping someone print a resume or providing long-term, one-on-one coaching, every touchpoint is vital to helping us spot trends in areas of support, identify productive partnerships and, most important, shape our programs for maximum effect.

# 2024 Impact At A Glance







Hear directly from people who are pursuing new beginnings with our help.





## Mobilizing The Power of Work

Gainful employment is a game-changer. For individuals, it means being able to care for themselves and their families; for communities, it means economic growth.

Our workforce development solutions help people find and maintain employment. This includes connecting them to resources like education, childcare and financial services. We challenge ourselves to meet each person's specific needs and to find the right solutions for the communities we serve across greater Milwaukee and Chicago. This means staying on top of workforce trends, furthering our already deep-rooted partnerships and getting hyperlocal with programs and services.

We're leaning into our 105 years of experience to emphasize these areas:

- Building a resilient workforce
- Preparing the workforce of the future
- Removing barriers and building independence





The October Workforce Development Forum was an invaluable opportunity for us at Grebe's Bakery to engage with industry leaders, workforce partners and community advocates who are committed to strengthening our local talent pipeline.

We're grateful to be part of an initiative that creates opportunities for both employers and job seekers.



- Colton Grebe, co-owner & chief strategy officer of Grebe's Bakery and a longtime Goodwill partner

# **Building a resilient workforce**

# Free help finding a job

Goodwill Workforce Connection Centers bridge the gap between job seekers and employers, partnering with local businesses and community organizations to foster workforce development and economic growth. These centers serve as vital hubs where individuals can access free resources, training and support to secure meaningful employment.

We meet people where they are through our local centers and access points like public libraries and community shelters, providing services such as resume building and interview prep.

In 2024, we entered Aurora, Illinois, where we're building a talent pipeline by helping residents interested in clean energy jobs connect to programs and training offered through the Climate and Equitable Jobs Act. We support established neighborhood workforce development programs with supplemental center services—such as North Lawndale Works, our new pilot program funded in partnership by the Steans Family Foundation, providing access to entry- and mid-level career opportunities for residents of North Lawndale, a community on the West Side of Chicago.







It changed my life. I was heading down a road I didn't want to go down, and now, I've got a job!

- Antonio, Workforce Connection Center client and now a Goodwill sales associate



Hear more about how Antonio's life changed with the help of our Workforce Connection Center.

# Full-service staffing and recruiting

Goodwill TalentBridge stands out with specialized services to connect organizations with job seekers.

Our staffing professionals help employer partners in various industries find the right people to accelerate growth, guide individuals to meaningful careers and strengthen our communities.

Children's Wisconsin and Goodwill TalentBridge both do a lot to serve the community. It's a unique partnership with a common vision to provide opportunities for individuals and support kids and families.

- Cindy Szymanski, director of talent acquisition, Children's Wisconsin



1.400+ people placed in employment opportunities through Goodwill TalentBridge

# Preparing the workforce of the future

## Providing pathways to youth

Teens and young adults in the communities we serve may face unstable housing, low or no income, and food, transportation and clothing insecurity—yet they're eager for a path to the life they dream of. We're here to help them take the first steps toward their goals.

Our Empower Youth programming offers soft skills job training, mentorship and one-on-one support to Chicago-area teens and young adults ages 16 to 24. Participants gain the resources to prepare for and find their next job, shaping their careers and lives.

# Sparking interest in STEM career exploration

New partnerships helped us prepare teens for roles in growing STEM and trade careers.

We partnered with ComEd, supporting their CONSTRUCT Infrastructure Youth Academy program, helping spark interest of area high school students and facilitating cohort learning sessions focused on soft skills and introduction to careers in energy, utilities and construction.

## Achieving individual growth

Our learning and mentorship program offers workplace skill building, personal and professional development, and tools that support program participants in their lives and careers.





2024 Empower Youth outcomes in greater Chicago

254

teens/young adults served

77

jobs started by teens/young adults

22

teens/young adults found jobs at Goodwill



Learn more or apply to Empower Youth

## Igniting dreams and futures

The Goodwill Community Scholarships Program was introduced in 2024 and awarded \$5,000 scholarships to 20 community members and dependents of Goodwill employees across our territory. Scholarships help with the cost of continuing education. Seventy-five percent of recipients are firstgeneration college students, and all are excited about the opportunity to unlock their potential.

**66** This generous scholarship reinforces how much Goodwill cares. Without it, continuing my educational pursuit may not have been possible.

- Autumn, dependent of Goodwill employee

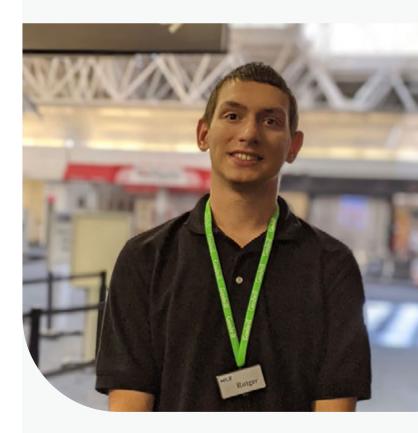
## Providing internship opportunities in Milwaukee and Racine counties

Project SEARCH is a national school-to-work transition program for young adults with disabilities. The nine-month internship program takes place at host businesses and includes classroom instruction, career exploration and hands-on training.

In 2024, with support from the Wisconsin Department of Workforce Development and Division of Vocational Rehabilitation (DVR), Goodwill provided skills training and job development support at three sites: Milwaukee County Zoo, Milwaukee Mitchell International Airport and Andis Company. Other partners include long-term support agencies, education agencies and school districts.

I am independent and successful. I learned how to take initiative on my own, speak up and ask my coworkers for help.

- Rutger, Project SEARCH graduate and now a full-time employee at the airport commissary





56 young adults served through Project SEARCH in 2024

# Removing barriers and building independence

Helping people improve their lives

Our broad array of community services enhances people's health, independence and economic stability.

### Support includes:

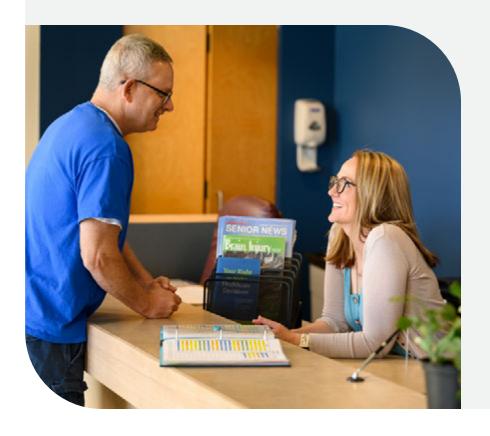
- Increasing financial know-how as we help people understand how getting a job affects benefits.
- Promoting independence for people with intellectual and developmental disabilities, advancing their living skills, work readiness, peer relationships and natural community support.
- Building confidence with more comprehensive support for people with disabilities, including Day Services, community integration, employment and career exploration and resources.
- Enhancing comfort and dignity for older adults through caregiver support, public health services and Home Delivered Meals.
- Helping employees succeed through training with partners like Walgreens in soft and on-the-job skills.
- Helping people develop their potential and achieve specific goals with innovative programs like THRIVE (Training Higher Readiness Through Independent Valuable Experience).



# 13,000+

people received community services support like job training, benefits counseling, financial literacy training and childcare case management

~200 people served by Goodwill Day Services programs





# Nourishment and connection with every meal

Our Home Delivered Meals program operates in partnership with the Milwaukee County Department of Health and Human Services Division on Aging. Every weekday we provide homebound adults with nutritious meals, wellness checks and vital social connection.

I don't drop off the meal and go. I give them the time they need.

- Gena, Home Delivered Meals driver

# Hope and recovery through employment

The Individual Placement and Support (IPS) program empowers people with mental health and/or substance use conditions to advance their recovery through employment. Goodwill partners with Milwaukee County Behavioral Health Services Comprehensive Community Services Program and the Wisconsin Department of Workforce Development Division of Vocational Rehabilitation, following an evidence-based model to help participants find and keep jobs and advance toward education goals.

If Billy's experience influences just one person, who influences another, soon the whole community is affected by our work together.

- Leslie, IPS employment specialist who helped Billy find a job he enjoys and a new hope for the future



2,400+

Milwaukee County older adults served with more than 354,000 meals delivered to their homes

205 people served through IPS

68 jobs started by IPS program participants



## THE INDIVIDUAL **PLACEMENT AND** SUPPORT PROGRAM

received state-level recognition for its success in job placements and service integration.





# **Ensuring everyone has the** opportunity to flourish

We open doors to opportunity. Our programs and services empower thousands of individuals to move forward, personally and professionally.

Here's how we focus our efforts, creating a ripple effect across greater Milwaukee and Chicago:

- Funding our mission through giving, grant funding and the businesses we operate: Goodwill Store & Donation Centers, outlet stores and e-commerce; Goodwill TalentBridge staffing and recruiting services; and Goodwill Great Lakes, providing services for the U.S. Navy.
- Promoting mobility and growth for our employees with opportunities to develop their skills, career path and earning potential.
- Supporting local businesses by tapping into the many industries in greater Milwaukee and Chicago and feeding our local economy.





# **Funding our mission**

## So much more than a thrift store

Our shopping experiences are highly visible signs of Goodwill's presence in greater Milwaukee and Chicago – and the revenue we generate creates jobs and fuels programs and services that increase access to employment and resources.

Because our retail business is such an important source of funding, we work hard to make the most of the donations we receive.

We invite community members to support our mission through multiple channels:

- <u>Shop with us online</u> for secondhand books, electronics, clothing, jewelry and other items.
- <u>Sign up for Goodwill Perks Plus</u> and become a loyalty member.
- Visit a Goodwill store for the thrill of the thrift.
- <u>Donate</u> new and gently used items to your local Goodwill Store & Donation Center.



Learn more about the Goodwill Perks Plus loyalty program



2024 MILWAUKEE TOP COMMUNITY CHOICE NOMINEE: Best Thrift Store in the Milwaukee Metro Area



**77** locations to shop or donate

**3,700+**people employed at Goodwill retail operations

**3,400,000+**donor transactions

~137,000,000
pounds of clothing and household goods kept out of landfills

~66,000,000
pounds of items sold in our store and donation centers





# Extending the life of donated goods

Every donation is optimized to support our mission, helping more people build skills and find employment while reducing our collective impact on the planet.

Donations pass through multiple resale channels - store and donation centers, e-commerce and outlets - minimizing waste and maximizing use. Items that reach the end of their resale opportunity are recycled, moved to secondary markets for recycling or repurposing or, as a last resort, responsibly disposed of.

To give people more ways to donate and extend the life of items, we work with partners to hold donation drives and to pick up items and pass along the ones we can't accept to other nonprofits.

# Helping the U.S. Navy's only bootcamp run smoothly

For more than 25 years, Goodwill Great Lakes\* has been a proud partner of the U.S. Navy, supporting its only bootcamp, Naval Station Great Lakes in Great Lakes, Illinois, through food and postal services, uniform distribution, warehousing and more.

We also support the AbilityOne Program in partnership with the Navy and SourceAmerica. People with significant disabilities gain real-world work experience through on-the-job skills training and support.



# Working at Goodwill opens up a new world. I'm trained for whatever position I'm interested in.

- Sophia, AbilityOne participant and employee uniform coordinator at Goodwill Great Lakes



~10,600,000 meals served

3,000,000+ pieces of mail handled

2,400,000+ uniform items issued





# **Promoting mobility and** growth for our employees

A mission-driven culture

We work to open doors for every one of our 5,700+ team members, offering a variety of skills training and career development opportunities - and always emphasizing accountability, honesty and respect for each other.

Our employee experience fosters belonging, safety and accountability through investments that help our employees grow and feel supported. Listening, teaching and providing resources are three mainstays of how we invest in our people.



I am most proud of completing the **Retail Career Path** program and helping others to do the same.

> - Jamie, Retail Career Path program participant who has advanced from assistant to store manager



5.700 +

Goodwill Greater Milwaukee & Chicago employees

~600

employees moved into new positions

27

employees successfully completed the Career Coaching program

480

employees served through the Employee **Empowerment Network** 

69

grants awarded to deliver \$96,070 through the Employee Life Fund

## Investing in our people

This year marked our first "Your Voice" employee engagement survey – a new tool to listen and learn from our employees about what's important to them. This is one of many ways we gather employees to network, learn from each other, share input and provide feedback to leadership.

We also actively promote a growth mindset across our organization, with hundreds of employees participating in learning activities in 2024. By offering in-person training, coaching, on-demand and independent learning opportunities at all levels of the organization, we can equip our workforce with tools that help them grow and develop. This opens doors to explore new careers and advance in their existing roles.

Keeping our mission at the heart of everything we do, we continue to offer mission resources to our employees who face the same challenges we address in the larger community. By offering them our mission programs and services, we provide opportunities for them to overcome barriers to maintain their employment with us.

- Employee Empowerment Network: This program helps Goodwill Greater Milwaukee & Chicago team members with short- and long-term needs, from emergency housing and food to childcare and life coaching.
- Employee Life Fund: This fund collects contributions from employees and is distributed to employees in need of support during times of personal financial crisis.
- Access to Earned Wages: This new program gives employees flexibility to access their wages in advance of their payday.





# Being out in the community

Employee action makes a difference

We believe everyone deserves a safe and healthy neighborhood. Goodwill programs are designed to strengthen the fabric of local communities — and our employees go above and beyond to transform neighborhoods and lives.

We connect with our communities to strengthen greater Milwaukee and Chicago by:

- Partnering with purpose: We collaborate with businesses and organizations to magnify our impact day-to-day and during times of crisis.
- Volunteering: We support our employees in giving back through Acts of Goodwill volunteer activities.



~5.500 employee volunteer hours

266 employee Acts of Goodwill

72 nonprofit organization partners through Acts of Goodwill

6.300 +Goodwill Cares vouchers supplied to families in need, totaling more than \$186,000 for merchandise from Goodwill Store & Donation Centers



### CONVERGENCE RESOURCE CENTER EMERALD ENRICHMENT PARTNER

**BIZTIMES NONPROFIT COLLABORATION OF THE YEAR FINALIST:** Goodwill and United Way of Greater Milwaukee & Waukesha County

ACADEMIES OF RACINE AND RACINE UNIFIED SCHOOL DISTRICT "POWERFUL PARTNER"

# Partnering with purpose

## A look at new lives

Transforming lives and improving outcomes takes a collective effort. Goodwill partners with organizations across greater Milwaukee and Chicago to increase our impact.

This year's New Lives Awards Luncheon celebrated the power of community in transforming lives, bringing together Goodwill leaders, community partners and current and potential donors.

Congratulations to our award recipients!

# Ready to make an impact with us?



To become a partner of Goodwill, please join us on our mission.









## Corporate Impact Award

Zilber Limited and the Zilber Family Foundation are committed to creating opportunities and have supported Goodwill programs such as Day Services, Workforce Connection Centers and Community Access Points.

The guidance from Goodwill has been incredible.

> - Antonio. Workforce Connection Center client and now a Goodwill sales associate

Learn more about Antonio's journey





## TalentBridge Impact Award

Children's Wisconsin partners with Goodwill TalentBridge in placing individuals in administrative and professional positions throughout Children's Wisconsin.

**140** people placed in jobs at Children's Wisconsin

I became a more well-rounded individual and employee, which really solidified my place at Children's Wisconsin.

- Kaylee, IMPACT program participant

Learn more about Kaylee's journey





# Collective Impact Award

United Way of Greater Milwaukee & Waukesha County, Bader Philanthropies and Milwaukee Public Schools join us in United For Good to help people earn certified nursing assistant certificates, addressing healthcare workforce shortages.

**59** CNA licenses earned through United For Good

This program improved my life just by having the certificate under my belt.

- Eva, United for Good participant

Learn more about Eva's journey





# Individual Impact Award

Donald Driver and the Donald Driver Foundation have supported GW's mission for more than 20 years. He shares his time, talent and mentorship with the people we serve.

One of the best parts of my role now is helping others grow.

- Matthew, mentorship program participant and now a Goodwill area manager

Learn more about Matthew's journey





# Volunteering

Acts of Goodwill strengthen community connections

Our employees give back through Acts of Goodwill in the neighborhoods we serve.





















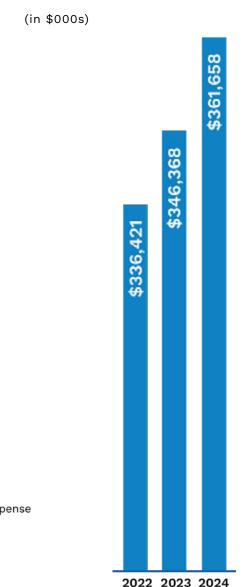


# 2024 financials

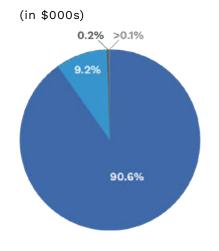
## SOURCES OF REVENUE AND SUPPORT

### (in \$000s) 2023 \$33,033 2024 \$29,548 0.4% 0.1% 0.9% 2023 \$208,211 Participant Programs 2024 \$206,698 8.2% **Retail Services** 2023 \$101,907 Goodwill Great Lakes 2024 \$120,726 33.4% Other Services 2023 \$216 2024 \$304 Contributions 57.2% 2023 \$789 Interest and Other Income 2024 \$1,285 2023 \$2,212 2024 \$3,098

## REVENUE AND SUPPORT



## ALLOCATION OF EXPENSES





Programs & Services

Management & General

Fundraising

Interest and Other Non-Operating Expense

## Our donors

### \$100,000+

BMO Harris Bank Kutza Living Trust Steans Family Foundation United Way of Greater Milwaukee and Waukesha County, Inc.

### \$50,000-\$99,999

A.O. Smith Foundation, Inc. Bader Philanthropies Donald Driver Foundation/Lammi Sports Management

## \$20,000-\$49,999

A.G. Cox Charity Trust Zilber Ltd. JayKay Foundation Fund at the Greater Milwaukee Foundation Mary L. Medlock Trust Fund Union Pacific

## \$10,000-\$19,999

Adreani Foundation American Endowment Foundation Jim and Lisa Borris Comcast Jackie Engen Hallberg Greater Milwaukee Foundation Ted and Arleen Koenigs Designated Fund

James O. Wright Fund

A. Walter and Elsa K. Seiler Fund

MGIC

Old National Bank Foundation The Reese-Klovens Family Fund Mason and Julie Ross Foundation Paul and Joan Rubschlager Foundation The Silseth Foundation Snap-on Incorporated Irene S. Sudac and Mark T. Sudac U.S. Bank Foundation Wispact Foundation

### \$5,000-\$9,999

Aon Corporation

Davians Dr. Scholl Foundation Georgia-Pacific Daniel L. Goelzer Greater Milwaukee Foundation A. W. Asmuth Family Fund #2 Paul P. Lipton Fund Richard and Maribeth Meeusen Charitable Fund Rodney F. Park and Betty Park Family Fund Michelle D. Greene Laura H. Gough Herzing University Mr. and Mrs. Michael Keiser Donor Advised Fund at The Chicago Community Foundation Tim and Catherine Mattke

Marcus Investments

Elizabeth McNally Ott Development, Inc.

Reinhart Foodservice, LLC

John G. Slater

We Energies Foundation

Women United

## \$2,500-\$4,999

Advocate Aurora Health Anonymous donor advised fund at The Chicago Community Foundation Baird Foundation Dan and Nicol Britten Basil and Heather Buchko Direct Supply Foundation Jeff Docalavich Bradley J. Kalscheur Gordon Kirk Old National Bank Clayton Pryor Thomas R. Savage Paul and Sheree Sienkiewicz Fund

### \$1,000-\$2,499

1335 Foundation A donor-advised fund of Thrivent Charitable Impact & Investing Frances Adams Jodi Allen Anonymous Cliff and Janie Asmuth Barbara Bloom Kreml Charitable Fund James B. & Jane R. Bradford Trust Caridad Bravo-Fernandez

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### \$500-\$999

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Peggy Anderson

Ryan Anderson

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### \$100-\$249

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Richard A. Zuelke

Mildred L. Wright

Robert P. Wynveen

Lisa Yondorf

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Inpro Corporation | Chief Information Officer

#### **Rob Birse**

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#### Michelle D. Greene

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MGIC Investment Corporation | Chief Executive Officer

### Richard A. Meeusen

Badger Meter, Inc. | Retired Chairman, President & Chief Executive Officer

#### Lisa Merchant-Harrell\*

Cleveland Avenue, LLC | Chief Human Resource Officer

#### Thomas V. Richtman

US Bank-Milwaukee | Retired, Wisconsin Market President

### Mason G. Ross

Northwestern Mutual | Retired, Executive Vice President & Chief Investment Officer

### Thomas R. Savage, Secretary

Briggs & Stratton Corporation | Retired, Sr. Vice President, Corporate Development

### Sheila Shaffie

ProcessArc, Inc. | President & CEO

### Irene S. Sudac, Immediate Past Chair

Snap-on Incorporated | Retired, Vice President. Financial Services

#### Mark Thomas\*

American Red Cross | Wisconsin Region CEO

#### Ike T. Umunnah

U.S. Department of Commerce | Chief Strategy Officer Global Markets

### Carl E. Vander Wilt

Centrust Bank | Retired, Chairman & Chief Executive Officer, Federal Reserve Bank of Chicago | Retired, Chief Financial Officer

### Marilyn Vollrath

Reputation Partners, LLC | Retired, Senior Consultant





Goodwill thanks board chair Irene Sudac for her service and dedication and welcomes **David** Marcus as new chair starting in February 2025.

We also thank John Dziewa, Thomas Richtman and Mason Ross for your contributions and welcome new board members who joined in 2025.\*



It has been my honor to serve as board chair, and it is a privilege to welcome David into the role as a strong and valued leader in our community. I look forward to continuing working with my colleagues on the board and supporting Goodwill's momentum in making a difference in the lives of people across greater Milwaukee and Chicago.

- Irene Sudac. Immediate Past Chair

## Our leadership

Jacqueline L. Hallberg\*

President & Chief Executive Officer

Nicol Britten\*

Senior Vice President, People & Culture

**Jason Burns** 

Vice President, eCommerce Operations

Nathan Casey (Appointed January 2025)

Senior Vice President, Marketing

Shamiran Chalabi

Vice President, Finance

**Skip Dexter** 

Chief Operations Officer

Jeff Docalavich

Chief Financial & Administrative Officer

Deidre Garrett (Appointed April 2025)

Interim Vice President, TalentBridge

**Anita Guerrero\*** 

Vice President, Corporate Communications &

Brand Management

**Clayton Kalweit** 

Vice President, Real Estate & Facilities

**Shawn McCourt** 

Vice President, Supply Chain

Elizabeth McNally\*

Vice President, Strategic Planning &

Chief of Staff

Dan Michael

Vice President, Retail Stores & Donation Centers

**Clayton Pryor** 

Chief Mission Officer

**Bryn Reese-Klovens** 

Vice President, Philanthropy

**Kent Walters** 

Senior Vice President, Goodwill Great Lakes

CJ Wang\*

Vice President, Controller & Treasurer



### **BIZTIMES WISCONSIN 275 LIST:**

Jacqueline Hallberg, President & CEO

**CRAIN'S NOTABLE BLACK LEADER:** 

Clayton Pryor, Chief Mission Officer

\*MILWAUKEE MAGAZINE'S WOMEN OF DISTINCTION:

Wisconsin-based executive team members, representing the many dedicated leaders at Goodwill



**Goodwill Industries of Southeastern Wisconsin, Inc.**goodwillgreatermc.org