Thank you for your leadership in our communities.
We ♥️ our communities too.
You are probably familiar with Goodwill thrift stores.
GEORGIA GOODWILL ASSOCIATION IS STATEWIDE:

- URBAN
- SUBURBAN
- RURAL
Goodwill® is America’s neighbor

82% of U.S. population lives within 10 miles of a Goodwill

3,300+ community-based locations

650+ career centers
BUT DID YOU KNOW?

• Nationally, our **retail footprint is larger than Target**. Donated goods retail social enterprise sustains our mission.

• We are the **largest federal facilities maintenance contractor** in Georgia, maintaining millions of square feet every night.

• We are one of the **largest private employers** in Greater Atlanta with 3,400+ team members

• Over **51 million pounds of materials diverted** from landfills last year (2019)
We Put 100,000 People To Work From 2013-2018!
Our mission is to put people to work.
We Serve All Job-Seekers

But we focus on priority populations with high barriers to employment and are a source for diversity hiring

People with Disabilities • Veterans • Older Workers • Refugees • People receiving public benefits
Non-Custodial Parents • People Experiencing Homelessness • Returning Citizens • Opportunity Youth
We create jobs

2,800+
in Goodwill
stores
&
235+
in facilities
services
contracting
And we train people for jobs

Almost **50,000** people served in North Georgia job training last fiscal year

For jobs in industries from construction to customer service logistics to I.T.
We put people to work.

Quantity ✓ Quality 🤔
IMPACT Data: Job Quality

% of Persons Employed in Living Wage Jobs

Baseline 2018: 16%
Actual 2021: 51%

+24% Over target

FY21 Target: 41%
Return on Investment: Goodwill® Job Training Programs
Meet # 5,002
A first job for Lealinda Walker
Lealinda is one of

1,162
People with Disabilities

6,118
People who were TANF Eligible (welfare)

served last year.
IMPACT Data: Return on Investment 3rd Party Evaluations

**Job Training is Highly Successful**
- Program Completion Rate: 93%
- Employment Rate at an Average Hourly Wage of $12.67: 85%
- Retention of Employment After Six Months: 78%

**Job Training Stimulates Economic Growth**
- Increase in Pre-Tax Annual Earnings: 600%
- Increase in Taxes Paid: 453%
- Annual Decrease in SNAP & TANF Benefits: 68%

**Job Training is a Sound Investment in Increasing Economic Opportunity**
- One Year ROI of Direct Training Costs: 103%
- Public Benefits Savings + New Taxes Paid Annually: $2.3M
3rd Party Evaluation: Public Assistance Outcomes

Comparison of TANF & SNAP

Total Benefits Received (SNAP & TANF)

$231,036 SAVINGS
(203 individuals)
Meet # 13,314
A Better job for Nicholas Green
Nicholas is one of 2,678 Veterans or military family members served last year. 50,023 Unemployed Job-Seekers served last year.
Monthly Earnings each Quarter after Exit

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Control Group</th>
<th>Program Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$589</td>
<td>$1,574</td>
</tr>
<tr>
<td>2</td>
<td>$1,505</td>
<td>$2,465</td>
</tr>
<tr>
<td>3</td>
<td>$2,107</td>
<td>$2,746</td>
</tr>
<tr>
<td>4</td>
<td>$2,514</td>
<td>$3,036</td>
</tr>
<tr>
<td>5</td>
<td>$2,786</td>
<td>$3,197</td>
</tr>
<tr>
<td>6</td>
<td>$2,919</td>
<td>$3,213</td>
</tr>
<tr>
<td>7</td>
<td>$3,047</td>
<td>$3,417</td>
</tr>
<tr>
<td>8</td>
<td>$3,268</td>
<td>$3,436</td>
</tr>
</tbody>
</table>
A Career for April Dean Hunter
April is one of  

8,939  
Older Workers (55+)

1,519  
People who were Under Employed served last year.
$4,741
average increase in earnings

<table>
<thead>
<tr>
<th>Outcome</th>
<th>Program Group</th>
<th>Control Group</th>
<th>Difference (Impact)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total earnings during the 30-month follow-up period ($)</td>
<td>30,329</td>
<td>25,588</td>
<td>4,741***</td>
</tr>
</tbody>
</table>
and a second chance for Krystle Ives
3,408 People with Criminal Backgrounds

State prisons cost about
$44.56 per inmate per day
or
$16,264 per year
4.3% decrease in recidivism rates

<table>
<thead>
<tr>
<th></th>
<th>Earnings ($)</th>
<th>Child Support Payments(^a) ($)</th>
<th>Criminal Justice Event(^b) (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 quarters</td>
<td>4,866***</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10 quarters</td>
<td>1,220***</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12 months</td>
<td>-4.3*</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Criminal Justice Event includes any arrest, conviction, or admission to prison
Preventing 4.3% of the 3,408 people we served from going to prison again saves Georgia tax payers $2,383,391 per year.

We've got everything you need to find them.
But how do we do it?
Case Managers Leveraging Partners and Collaboration for Work Supports
GOODWILL CAREER SERVICES

• 8 week vocational training with PAID work activity integrated EARN-WHILE-YOU-LEARN

• Job training programs focus on core competencies for industry and career pathways

• One Goodwill Career Center capacity = 4,000 people

• Community-based programs, tailored to local jobs

• Business Development Partner: talent acquisition
In order to prepare a skilled and certified workforce, Goodwill of North Georgia has aligned our workforce development programming with apprenticeship. As the largest non-profit employer in Metro Atlanta, and the largest non-profit workforce development agency in the Southeast, we understand talent pipelines. We are now using our expertise to help employers easily onboard new staff as apprenticeships, with all the paperwork and regulations taken care of by Goodwill as the RAP sponsor.
Before beginning work, apprenticeship candidates complete vocational training courses at Goodwill that exceed industry minimum standards. Employers help us develop the curriculum and ensure the right credentials are earned.

Program participants will earn their credential either at completion of Goodwill’s vocational training program or will have met the standards to take the exam after the required amount of time on the job.

After interviewing pre-screened candidates and making the decision to hire, employers assign a mentor to the apprentice and help facilitate Goodwill’s job retention check-ins for one year after hire.

Apprentices build on their classroom instruction with hands-on training in the workplace, including new hire orientation and specifics about the job duties and tasks for your business, just like most of your regular employees.

If successful after one year on the job, the apprentice is rewarded with a merit increase or similar annual raise in recognition of the skill gains they achieved, again just like most regular employees.
1st Registered Apprenticeships:
Healthcare Environmental Services Technicians
And
Floor Technicians

Goodwill Industries, Facilities Services employs 235+ federal contract employees at federal sites such as

Jimmy Carter Presidential Library and Museum
CDC
Centers for Disease Control and Prevention
Not just a thrift store, and not just job fairs connecting people to hiring managers. Job Training in High Demand Industry Career Pathways

- Maintenance Technician
- Highway Construction
- Logistics Technician
- Welding
- Advanced Manufacturing
- Technology Careers
- General Construction
Job Training with Industry-Recognized Credentials

Front-Line Healthcare
Retail Customer Service
GoodBIZ! Microenterprise
Customer Service Contact Center
Production Technician
Floor Tech/Custodial
Forklift Training
We Work Better Together
Network and Partnerships

10 college co-enrollment partnerships
26 high school co-enrollment partnerships
39 public sector partnerships
65 non-profit and community-based partnerships
93 private foundation partnerships
5,000+ employer partnerships
A career in technology starts here.

TechBridge
Business smart. Community focused.

Goodwill of North Georgia
Pandemic = Sudden massive increase in people out of work.

Our mission is to put people to work.

How do we help people with shelter-in-place order?

Virtual Career Services
Drive-Thru Hiring Events

Take Our Career Center with You!
Be a part of the response to this critical need. Employers are hiring now! Get connected through our virtual career services.

Register or log on to CareerConnector.org to have live chat with your virtual career coach.

Call us at 1.844.344.WORK to speak directly with our Career Services staff.

Sign up for one-on-one appointments with Career Center staff.

Don’t have WiFi at Home? Resources for free or low cost internet. Spectrum and Charter are offering 60 days of free access for some households. To learn more about the Spectrum and Charter Communications offer call 1-844-468-6395 Comcast: www.internetessentials.com/covid19#thingstoknow&all_Howdoigetthepromo
New Business-to-Business Partnerships
Sponsored Virtual Job Fairs

June One Day Event
1,244 New Job-Seekers Attended

July One Day Event
661 New Job-Seekers Attended

August One Day Event
826 New Job-Seekers Attended

September One Day Event
1,032 New Job-Seekers Attended
Goodwill = a **cycle of good**: 

When you **donate** … and when you **shop** … you help us **put people to work**
The trip to Goodwill after weeks and weeks at home.
Jenny Taylor
Vice President, Career Services
706-540-5221
jtaylor@ging.org

Goodwillng.org
Careerconnector.org