



GOODWILL
INDUSTRIES OF NORTH FLORIDA

WELCOME



TODAY'S PRESENTATION

- ◆ Introduction – David Rey
- ◆ History of Goodwill
- ◆ Alachua Operations
- ◆ Introduction – Sharde Goodloe
- ◆ TWA – Fall Pilot
- ◆ TWA – Summer Expectation

INTRODUCTION – DAVID REY



GOODWILL
INDUSTRIES OF NORTH FLORIDA

Education

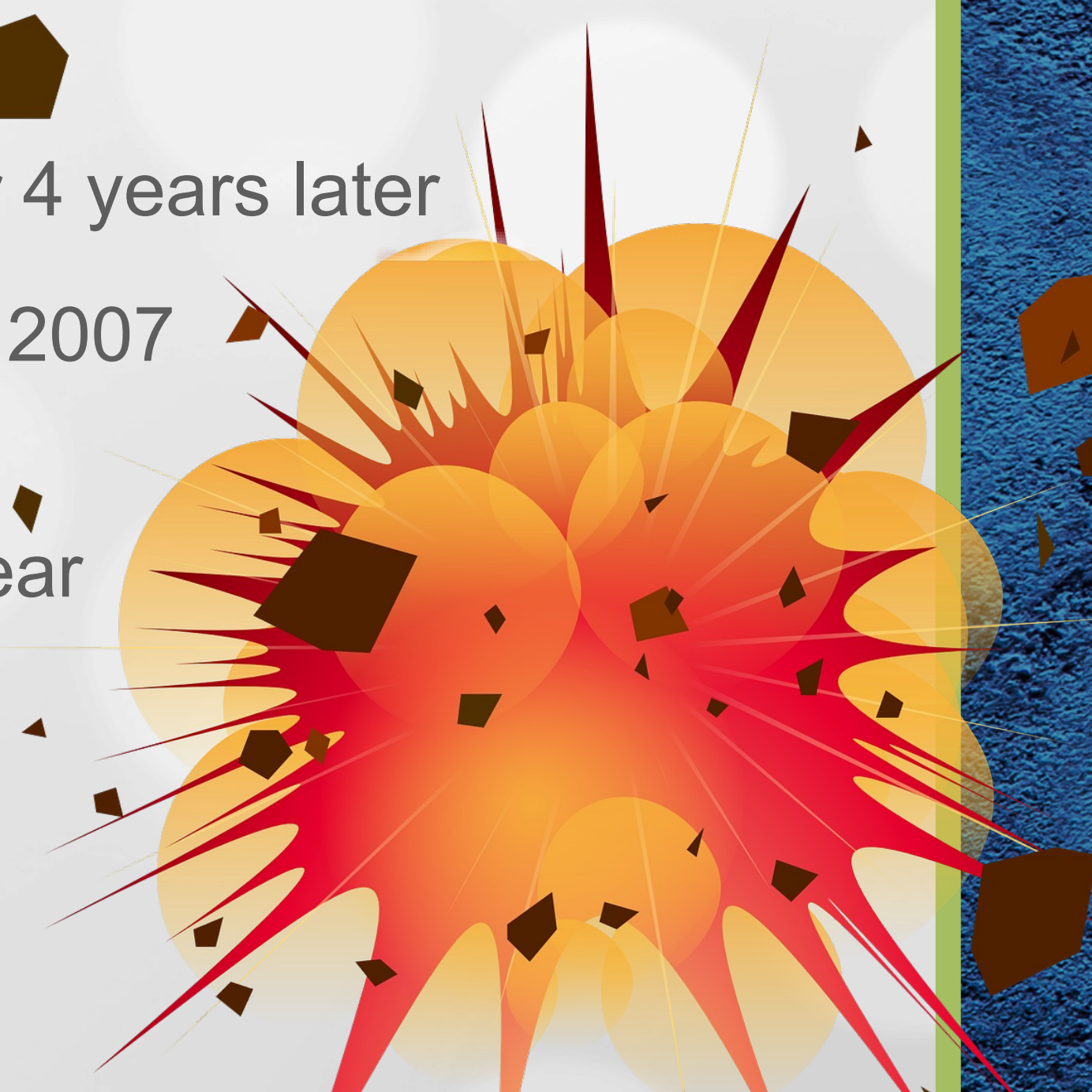
- ◆ Worked full time while attending Santa Fe Community College
- ◆ Transferred to UF and continued employment
- ◆ Graduated with Masters Degree in 1999

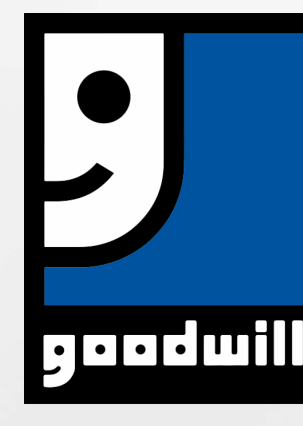
Professional Career

- ◆ Worked for Ernst & Young
- ◆ Moved to publicly traded home builder 4 years later
- ◆ Watched the financial crisis beginning 2007
- ◆ 2009 my employment was terminated
- ◆ State of unemployment for almost 1 year
- ◆ Bounced around and landed at Goodwill in 2011
- ◆ Fell in love with the MISSION



David Rey, President/CEO





GOODWILL
INDUSTRIES OF NORTH FLORIDA

OUR MISSION

Goodwill Industries of North Florida is a local, not-for-profit organization that removes barriers to employment through training, education and career opportunities for the communities we serve.



1902

- ◆ Founded in 1902 by Edgar J. Helms
- ◆ Rev. Helms was a Methodist Minister to the poor and unfortunate in need in Boston's South End
- ◆ Went door-to-door with burlap sacks and asked for unwanted clothing, shoes, and household items
- ◆ Would be paid by selling donated items at a weekly church bazaar



154

GOODWILLS
THROUGHOUT THE
U.S. AND CANADA



GOODWILL
INDUSTRIES OF NORTH FLORIDA



1940

**FOUNDED BY
METHODIST
CHURCHES OF
JACKSONVILLE**



GOODWILL
INDUSTRIES OF NORTH FLORIDA

END OF OUR FIRST YEAR:

12,282

Donations
Collected

\$6,765

Generated
in Sales

23

People
Employed



GOODWILL
INDUSTRIES OF NORTH FLORIDA

FISCAL YEAR 2023

\$53,380,653

Revenue
Generated

4,753

Jobs filled in
our community

1,045

Number of GINFL
employees

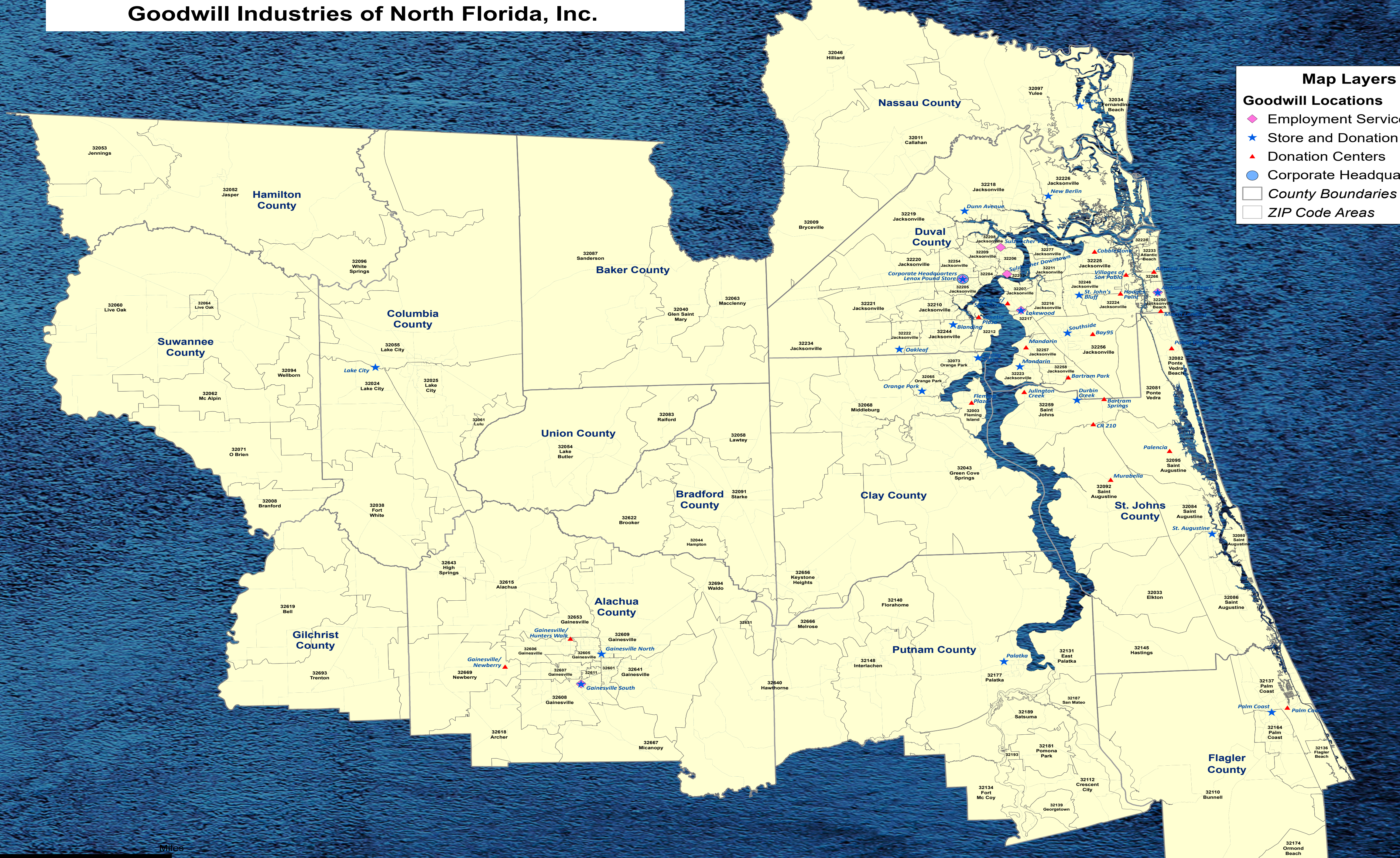


Goodwill Industries of North Florida, Inc.

Map Layers

Goodwill Locations

- ◆ Employment Services
- ★ Store and Donation Centers
- ▲ Donation Centers
- Corporate Headquarters
- County Boundaries
- ZIP Code Areas



Miles

0 10 20 30 40

R&D
Goodwill Inc.



TODAY

Donated Goods Business



MAYOR'S
YOUTH
AT WORK
PARTNERSHIP



Facility Maintenance Program

SourceAmerica 

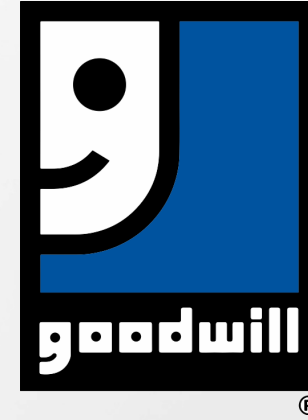


Take Stock in
Children®



GOODWILL TEMPS
A Training and Staffing Company

The
CORNER
— AT DEBS STORE —
a North Florida Goodwill Grocer



GOODWILL
INDUSTRIES OF NORTH FLORIDA

Operating in Alachua since **1983**
with **10** employees at 716 N. Main St.

Today:

- ❖ 2 Retail Stores
- ❖ 2 Donation Centers
- ❖ Employees – **152**
- ❖ 2 A-STEP Adult Student: Practical Nursing & Claims Adjuster
- ❖ Teens Works Alachua Program

PLANS FOR EXPANSION





**\$7,000,000
Investment**

**3,000 square foot
GoodCareers
Center**

**Expand A-STEP
Services**

**Expand Soft Skills
Training**

INTRODUCTION — SHARDE GOODLOE

Education

- ◆ Florida A&M University, BA in History - 2009
- ◆ University of Ghana, African Studies Certificate - 2011
- ◆ Graduated with Masters Degree, Florida A&M University 2012

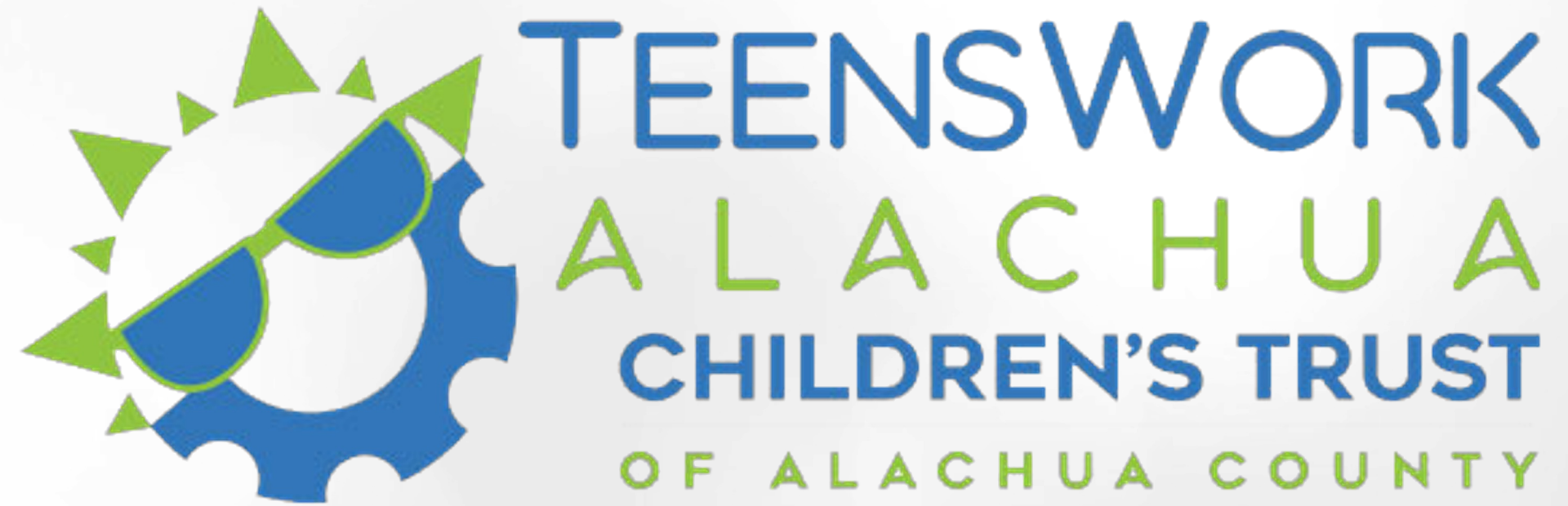
Professional Career

- ◆ Online History Instructor for Bethune Cookman University for the last 10 years
- ◆ Taught 2nd and 4th grades in Alachua County for 5 years
- ◆ Co-founded a local non-profit in Gainesville that has co-hosted the City of Gainesville's Journey to Juneteenth programming since 2022



GOODWILL
INDUSTRIES OF NORTH FLORIDA





TWA FALL LEADERSHIP PROGRAM

In Fall of 2023, in partnership with the Children's Trust of Alachua County, Goodwill piloted the TWA Fall Leadership Program!

36 students participated in developing

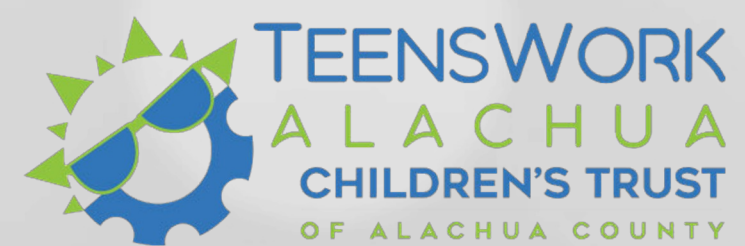
Leadership Skills, Civic

Engagement, and Soft Skills Employability

Training!



CHILDREN'S TRUST OF ALACHUA COUNTY



TWA FALL LEADERSHIP OBJECTIVES

Civic Engagement Project

Each student was charged with identifying and researching a social issue that was concerning to them; then developing an action plan and presenting it and their findings with a media presentation.

Leadership Building

Through mentoring, trainings, open-dialogue sessions, and a Speakers Series, we challenged our student-interns to become leaders in their schools and communities!

Soft Skills Training

TWA Job Coaches facilitated Florida's Ready To Work Program which taught students lessons on Effective Communication, Conveying Professionalism, Critical Thinking Skills, and Team Work and Collaboration

Skills.



CHILDREN'S TRUST
OF ALACHUA COUNTY



SPEAKERS INCLUDED

- **Marsha Kiner, Children's Trust, CEO**
- **Shane Andrew, Alachua County School Board, Superintendent**
- **David Rey, Goodwill of North Florida, CEO**
- **Eric Godet, Greater Gainesville Business Chamber, President/CEO**
- **Cary Williams, Gainesville Fire & Rescue, Chief**



GOODWILL
INDUSTRIES OF NORTH FLORIDA

TWA FALL LEADERSHIP HIGHLIGHTS

96%

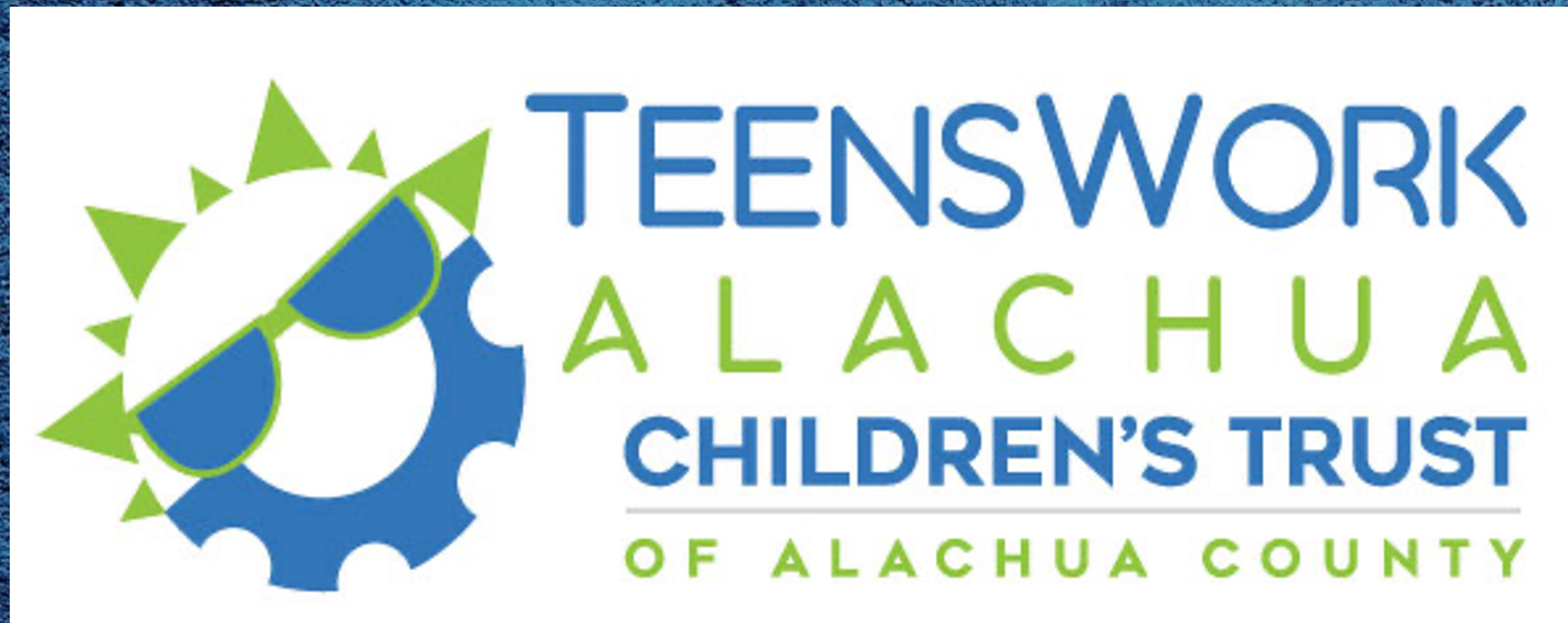
of surveyed youth
felt the Program
was valuable!

100%

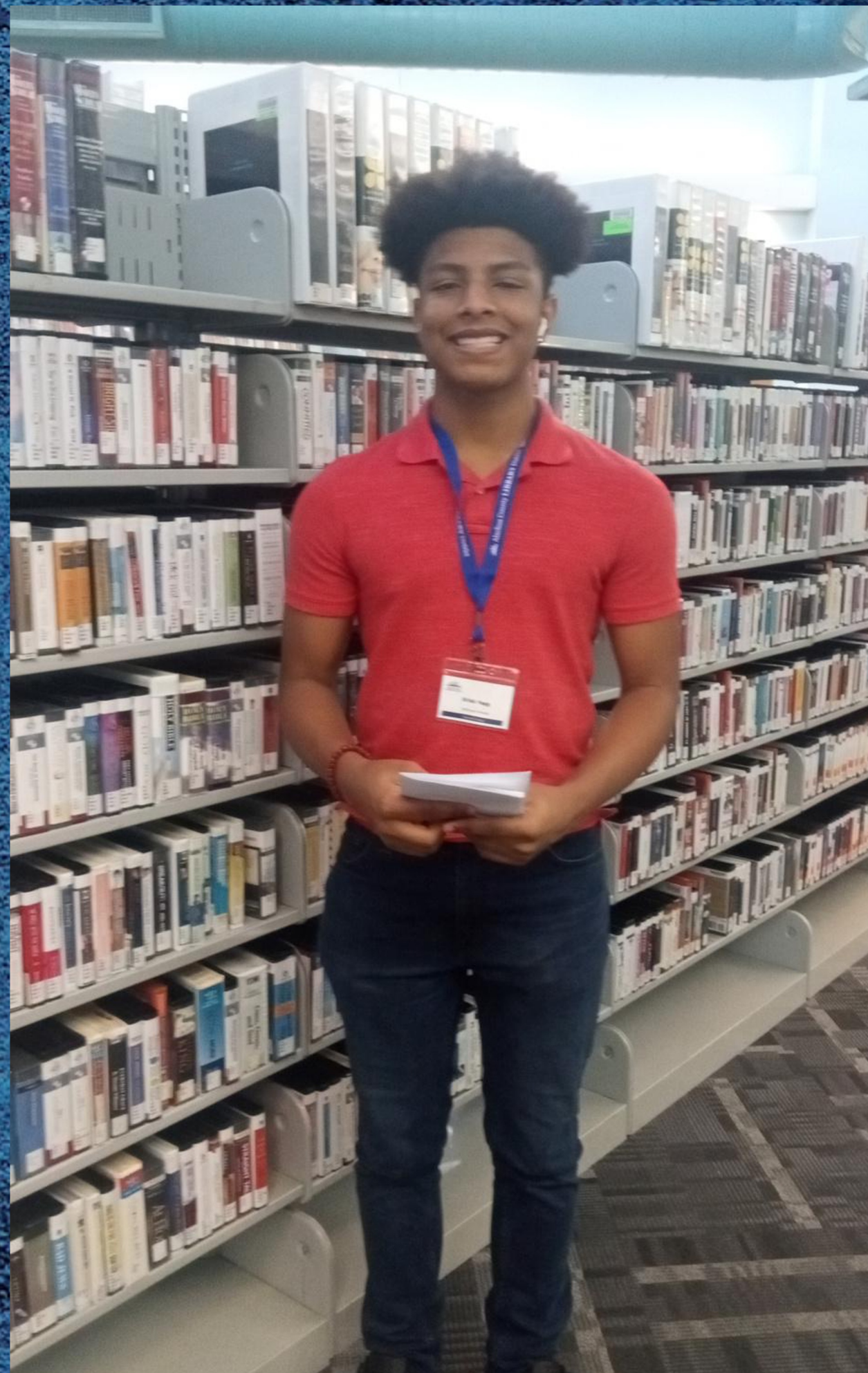
of surveyed youth
felt more
confident!

96%

of surveyed
youth felt better
equipped to be a
leader!



TWA FALL LEADERSHIP SUCCESS STORIES



Hi ! I just wanted to tell you i've just finished a successful interview with TJ Max. I used all of the information i learned during the interview and the manager loved it ! Thank you so much. I really enjoyed the program and i definitely walked away saying i have more confidence with interviews and knowledge.

“This program helped my ability to present. I wasn't really much of a presenter until now. It even made me more confident within myself than ever.”

“It taught me how I could be a leader in my neighborhood .”

“I earned that cool certification which made me feel very accomplished”

As a mother, I feel this experience has considerably impacted him for future success in the workplace. He has learned better coping skills, how to work with others with differing points of view, and how to appropriately communicate with others at all levels, including management and internal or external customers.

I strongly recommend this agency to other youth. I hope more students are eligible to participate in future initiatives.



GOODWILL
INDUSTRIES OF NORTH FLORIDA



CHILDREN'S TRUST
OF ALACHUA COUNTY



TEENSWORK
ALACHUA
CHILDREN'S TRUST
OF ALACHUA COUNTY



MAKING BUSINESS FINDING BUSINESS
MB
LISTINGS, INC.
SERVING BUSINESSES

TWA FALL LEADERSHIP HIGHLIGHTS



- **28** students completed the Fall Leadership Program
- **24** students received Florida Ready to Work Certification
- **1** student earned the highest score in Goodwill History!



TWA Summer 24

Planning

- Planning for our largest summer session to date
- On track to hire **300** youth
- **70** businesses signed up to participate so far with **96** work locations





GOODWILL
INDUSTRIES OF NORTH FLORIDA

THANK YOU