



goodwill

®

100
YEARS
1918-2018

Celebrating
the
POWER
OF WORK

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Dear Friends,

Goodwill's founder, Dr. Edgar J. Helms, designed an approach to help address the problem of poverty. His plan included teaching people employable skills by hiring them to work with donated goods and to provide education and training programs so as to provide pathways out of poverty. His work was deemed to be a "hand up, not a handout."

We have worked hard to carry out our mission, through our service programs, our contracts employment division, and through our thrift stores, which not only generate funds to support other projects, but also serve as community integrated work sites for our clients who have barriers to competitive employment. Our new Excel Centers will be another way to enhance success in the job market for the people we serve.

In being responsive to the needs of people in the communities which we serve, this past year we began creating a major new service—the Excel Centers—with the help of the Missouri state legislature. By law, the state has permitted young people to attend public high schools only through the age of 21. However, there are over 500,000 adults in Missouri who do not have a high school diploma. So we decided to work with our friends in state government to find a way to address this situation. In 2017, the legislature passed a bill, signed by the governor, authorizing a plan to establish four adult high schools around the state (St. Louis, Columbia, Poplar Bluff, and Springfield). MERS Goodwill was awarded the contract to implement this project. Plans are under way to open three schools in October of 2018, Poplar Bluff, Springfield, and St. Louis. Not only will a high school diploma impact the earning power of individuals, but a more educated, skilled workforce will give a boost to Missouri's economy. What an exciting challenge!

We are proud to have picked up Dr. Helm's torch and carried on his legacy for the past 100 years, adapting to changing community needs and meeting economic challenges on the way. We look forward to continuing this journey into the next century and beyond!

Thank you to all our donors, shoppers, communities, staff and Board members for making a difference in the lives of people.

Cordially,



A blue ink signature of David Kutchback.

David Kutchback
President/CEO



A blue ink signature of Darryl Jones.

Darryl Jones
Board Chair



As we take a walk through the history of MERS/Missouri Goodwill Industries Inc., how it came about and some key dates in time that stand out, you will see that our mission still applies today:

Changing Lives
through the
POWER
OF WORK.



The building we now know today as "Aftergut" has been a fixture in St. Louis history. Currently home to Samuel Aftergut Rehabilitation Center and the headquarters of MERS Goodwill, this Arts and Crafts building has been owned by social services since at least the early 1890s. In the year 2018 the seven-story low-rise building will also house Goodwill Excel Center, the new adult high school in St. Louis.

1895

Edgar Helms, at age 32 and his wife, Jean Helms were assigned by the Methodist church to Morgan Memorial Chapel in the South end of Boston, which was dominated by brothels, saloons, gambling dens and cheap boarding houses. The area was overcrowded and had a high incidence of public health problems.

Helms was to serve as minister of a rundown chapel in a disintegrating neighborhood. He began meeting the needs of the people in the community by setting up a:

- Daycare
- Saturday night entertainment spot and social setting
- Shower and bath house
- Laundry
- Industrial school on Saturdays
- Bible school
- Job placement services
- Nursery and kindergarten
- Night school to teach printing, shoe repair, carpentry, sign painting, and dressmaking
- Music school

By the late 1890s Helms began to go into the wealthy sections of Boston to ask for monies to buy goods, clothing and pay rent for those that were destitute.

Helms eventually started to take a burlap bag to those neighborhoods, going door to door for cast-off shoes, clothing and anything he could carry. He then started using a wheel barrow for collecting.

The items were sold for a low price. Many times these items needed repair and people from the neighborhood would restore and refurbish those items in return for a small amount of income.

1902

A new building was built to house several programs and thus was created the first Goodwill Industries in the world.

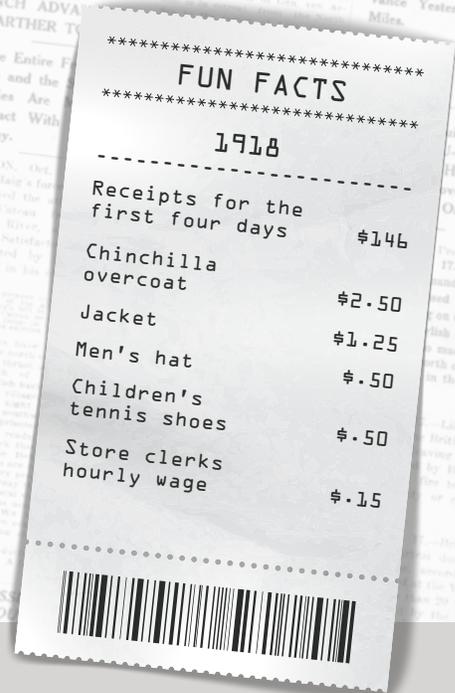
Thousands of empty burlap coffee bags were donated then distributed to homes. When bags were filled, the homeowner would call for pick up.

1900s - 1910s

Not a charity, but a chance.

E.J. Helms workshop slogan.

As World War I was coming to an end, Goodwill Industries expanded to St. Louis. By the end of the decade, Missouri Goodwill Industries was helping individuals with barriers to employment. 100 years later MERS/Missouri Goodwill continues to support this original mission by changing lives through the power of work.



1918 in America



President Woodrow Wilson releases historic Fourteen Points speech to end World War I

The Spanish Flu epidemic hits St. Louis, killing 1703 people. It was estimated that 1/3 of the world population was infected and 5% died.

Goodwill Industries began in response to a social need within the congregation and community of Morgan Memorial Chapel in Boston, MA. E.J. Helms' role in starting Goodwill.

Rev. Thomas E. Greene from Trinity Methodist Episcopal Church and a group of St. Louis businessmen met in early 1918 to hear a speech by Dr. Helms from Boston. Out of that meeting came the formalizing of Missouri Goodwill Industries.

The first Goodwill store in St. Louis was opened at 13th and Tyler - this location was formerly a Sunday school room. A door and window display were cut in the room for the store.

Six Goodwills established throughout the United States. The St. Louis location was the sixth Goodwill.

Gottlieb Geitz is named President of the board of directors, a position he would hold until 1947

They Help Handicapped Help Selves



THE REV. ROBERT C. ADAIR, EXECUTIVE DIRECTOR OF GOODWILL INDUSTRIES IN ST. LOUIS, AND HIS FATHER, THE REV. ROSS W. ADAIR, RETIRED EXECUTIVE DIRECTOR. ALTHOUGH THE ELDER REV. MR. ADAIR RETIRED OFFICIALLY FIVE YEARS AGO, HE STILL REPORTS FOR DUTY EVERY DAY.

By Mary Kimbrough

Father-and-Son Ministers Direct Goodwill Industries, With Emphasis on Training Workers for Private Jobs—A \$400,000-a-Year Enterprise



In a seven-story building at 4140 Forest Park boulevard, two social Methodist ministers, father and son, direct a factory which hires only the handicapped yet does an annual business of nearly \$400,000 in items ranging from Easter baskets to bird cages and from mattresses to millinery. Their standards of craftsmanship are high, based on the philosophy that "unless we turn out a quality article we can't turn out a quality individual." And nothing makes them happier than to turn out a trained employe who has proved he can support himself in private industry.

THE GOODWILL INDUSTRIES FACTORY AT 4140 FOREST PARK BOULEVARD, WHERE HANDICAPPED EMPLOYEES WORKING WITH DISCARDED GOODS REPAIR VARIOUS CLOTHING, FURNITURE, TOYS, ELECTRICAL EQUIPMENT AND OTHER ITEMS FOR SALE IN THE ORGANIZATION'S RETAIL STORES.

For fires burned out entire sections of the plant. In 1944, the present building was purchased. It and the adjacent property are appraised at \$800,000, and only \$50,000 remains to be paid on the debt. Because of the fire in the old building and the need for special protection for the handicapped, authorities have checked the present building in minute detail to prevent a possible tragedy.

PERSONS of all religious faiths are employed, and because of the church's chapel service is non-compulsory chapel service is held each morning from 7:30 to 7:50. About 70 employes are regular attendants. Three times each week a guest minister speaks over each Wednesday morning for a brief devotional followed by a report of the past week's business.

Operating economically, the factory never wastes a thing. Clothes which cannot be sold for at least 50 cents are called "sin goods" and sent unpriced to the streets for what they will bring. Garments which would not be worn in the United States are sold through brokers to South America, South Africa and Japan.

Burnable trash is sent down a special chute by the original sorters and provides 40 per cent of the boiler's fuel. A damper on the boiler's flue sends warm steam into one floor.

"You see," said the Rev. Mr. Adair, "we even use leftover heat."

Sliced dates, cooked with a little sugar, water, lemon juice and a dash of salt, make a delicious filling for rolled oatmeal cookies. Or use the date filling to layer between chocolate cake.

1920s

During the Roaring 20s and the Great Depression, Missouri Goodwill Industries experienced a time of considerable growth due in large part to the efforts of the Adair family.

1923 Under Rev. Adair's leadership, the organization reaches a new high in its volume of business, handling \$23,000 during the year.

FUN FACTS

1926

 Total Revenue \$59,486
 Average sales transaction \$.78
 Store clerks hourly wage \$.28

Trinity. With him came the Rev. Robert C. Adair, now the Rev. Robert C. Adair, then a ministerial student, who became associated with his father at the factory after taking his divinity degree from Boston University and working in the Boston parish with Dr. Haines. Five years ago, the elder Rev. Mr. Adair officially retired, although he still reports for duty every day, and the Rev. Robert Adair succeeded him as executive.

Although on a national level Goodwill Industries are associated with the Board of Missions of the Methodist Church, and the Adairs have been appointed to their posts by the Methodist conference, the factory and its eight retail stores here are autonomous. With "Dad" Adair—as he is known to the employes—as executive head, the program and policies are determined by a 15-member Board of Trustees, and a membership of approximately 100 from the St. Louis area.

over in the last year, 400 employes were given jobs and all except 183 were placed in private industry when they had completed their Goodwill training. Practically every job takes care of at least two persons each year, although the hard and severely handicapped who are unable to obtain outside employment are retained at Goodwill.

WHY PAY CASH
 Don't Put Off Getting the Deal
 Want... Be Able to Buy Them NOW
 Your Credit at STONE BROS. CREDIT
 Get More Value for Every Diamond

6 GENUINE DIAMONDS

In 1920, about 200 customers made purchases at the Goodwill store each day, making the average business of the organization about \$110 a day.

Missouri Goodwill Industries outgrows its headquarters in the Church basement and begins occupying its own building across the street at 13th street and Tyler. The total floor space of the location was 24,000 SF.

Missouri Goodwill Industries expands and purchases from The Provident Association two stores, three apartment buildings, and a three-story residence. The new property is adjacent to 13th and Tyler property.

Rev. Ross W. Adair, a Methodist minister from the Duluth Minnesota Goodwill, is recruited to serve as superintendent of Missouri Goodwill Industries.

Missouri Goodwill Industries helps 967 individuals become employed.

Rev. Adair's son, Robert Adair, is asked to organize Goodwills throughout the Mississippi Valley. He does so using Missouri Goodwill Industries as the umbrella for all new production plants. Gross receipts this year total \$83,514.

1930s

After outgrowing its original headquarters, the organization expanded and purchased eight additional buildings, which helped the non-profit quadruple its sales by the end of the decade.

The immense growth has only continued throughout the past century, as MERS/Missouri Goodwill opened four new locations in 2017 alone.

TYPES OF BUILDINGS PURCHASED THIS DECADE



1 Residence



3 Apartment buildings

5 Retail spaces



Original building locations

1. 1918
Old German Church
1223-1227 Tyler St.
2. 1920
13th & Tyler
3. 1922
Adjacent to 13th & Tyler
4. 1932
8th & Howard St.

A larger percentage of income went directly into the wages during 1935 than in any previous year.



Goodwill employs 2,500 persons in the third-quarter.

40 trades are now being carried on at Goodwill, including clothing repair, furniture refinishing, small appliance repair, laundry/ironing, and janitorial services.

Goodwill provides employment in the first 11 months for 1,500 persons and pays out in wages approximately \$60,000.

Additional buildings are purchased in St. Louis at 8th Street and Howard Street to help support the growing organization.

About 100,000 housewives of greater St. Louis help Goodwill with providing 280,000 hours of employment, with 3,223 men and women being given jobs at cash wages.

1940s

During a tumultuous time in the United States, and around the world, Goodwill Industries supported the community through an increased number of donation drives.

The 1940s was also incredibly important to the history of MERS/ Missouri Goodwill's employment programs with the founding of the Jewish Employment and Vocational Service (JEVS), which changed its name to Metropolitan Employment and Rehabilitation Service (MERS) in 1985.

1940

Metropolitan Employment and Rehabilitation Service (formerly Jewish Employment and Vocational Service) is established in November under the leadership of David Hearsh, who recognized that an employment and counseling program was needed to help resettle refugees.

Edgar Helms passes away. He recognized the therapeutic value of work, and his system of services developed into the Goodwill philosophy of a "hand up, not a hand out."

GOODWILL

Vol. 13 APRIL, 1944

Drive Begins For Old Clothes and Rags

Rags For War Needs . . . Clothing For Local Needs . . . All For Victory

MAY 7 TO 14 IS GOODWILL WEEK

Goodwill Industries expects to make Goodwill Week (May 7 to 14) the banner week of the year in St. Louis by collecting more discarded materials, employing more workers and increasing production.

The entire fleet of 15 Goodwill trucks will be in service, every handicapped employe kept on the pay roll, machine operations speeded up, and friends urged to supply additional things.

All can join us in the celebration by sending something extra. However, please do not let the occasion interfere with your regular contributions.

Phone Central 4556 and say, "Have your truck call at my home during Goodwill week." Help us to make it a big success.

Intensive Drive

To help meet the shortage and assist in filling the vast war requirements, and the conservation of summer goods, Goodwill Industries is making a thorough and intensive drive during April and May for the collection of old and discarded clothing, underwear, dresses, sheets, pillowcases, towels, tablecloths, napkins, cotton goods, coats, vests, pants and other garments, which constitute the main supply of rag materials.

Conservation of Clothing

Articles of clothing that can possibly be reconditioned and used again, will be repaired, chemically cleaned and pressed by Goodwill workers and placed on sale in Goodwill stores.

This method of conservation of consumer goods is requested by the Bureau of Conservation, War Production Board, and operates to the benefit of the people living in our own community.

Salvaged For Wiping Cloth

All worn-out garments and rag materials which cannot be factory reconditioned are steamed by steam and thoroughly washed before being salvaged for wiping cloths.

War plants, airplane factories, machine shops, and scores of other industries, use wiping cloths in quantities. They are also in demand in the handling of munitions, machinery, weapons, etc., on the battlefront and in military camps and air fields.

Careful Inspection

All clothing and wearing apparel received at Goodwill is carefully inspected by a person who decides what items should be reconditioned for wiping cloths.

Goodwill is the only outfit in the city that includes a feature of conserving consumer goods. This Goodwill method is approved by the War Production Board and is requested and used by the Bureau of Conservation, War Production Board.



ST. LOUIS POST-DISPATCH FINAL

The Only Evening Newspaper in St. Louis With the Associated Press News Service

ST. LOUIS, SATURDAY, MARCH 26, 1943—14 PAGES

PRICE 1 CENTS 5/100

ANS BATTLE TO HOLD ALONG UPPER DONETS

Fighting in Nazis Keep Up Assaults on Eastern News Agency Reports

REPORT TO HOUSE ATTACKS PLAN TO SKIP A YEAR'S TAX

Committee Majority Likened Proposed to "Waking Peter to Pay a Salute to Paul."

HOT FLOOR FIGHT LIKELY NEXT WEEK

"No Time to Experiment," Administration Group Says—Minority States

FIRE CHIEF MORGAN KILLED, NINE HURT IN COLLAPSE OF BURNING 5-STORY BUILDING

Action: Running for Their Lives



VETERAN BURIED UNDER DEBRIS AS WALL FALLS AT 713 HOWARD ST.

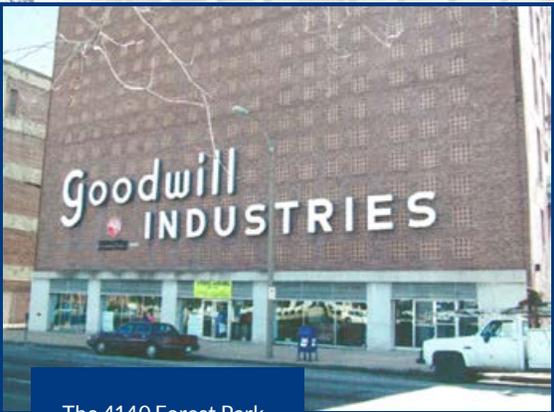
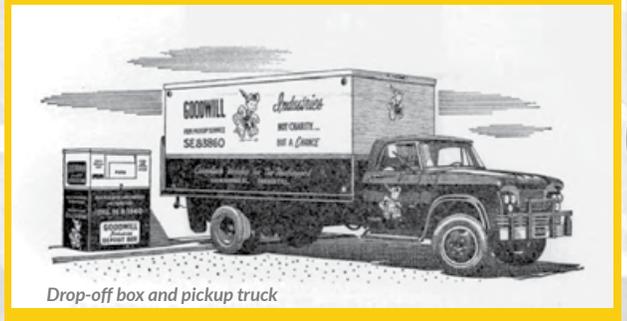
Goodwill Industries Shows of Blame—Chief Trapped on Fire Escape While Calling to Men to Abandon Structure.

The Missouri Goodwill 713 Howard location building burns down.

Missouri Goodwill Industries (a War Chest agency) holds a donation drive for old clothes and rags in response to WWII shortages.

Over the next 60 years, the employment services provided by JEVS/MERS would become instrumental when Missouri Goodwill Industries merges with MERS in 2001.

Approximately 150 persons with disabilities & seniors are employed at Goodwill. 15 Goodwill trucks make up entire fleet for St. Louis.



The 4140 Forest Park location is purchased for \$200,000 as part of a postwar program to increase its number of individuals with physical disabilities employed from 150 to 500.

1945

Rev. Ross W. Adair retires as executive secretary of Missouri Goodwill Industries. His son, Robert, who has been employed by Missouri Goodwill Industries for 18 years, is named as his replacement.

1946

On August 17, Robert Adair appears on St. Louis' KSD-TV discussing the organization. Robert Adair's appearance on television makes Missouri Goodwill industries the second Goodwill in the nation to appear on television.

1947

John H. Lashley is elected to serve as president of Missouri Goodwill Industries. He holds this position until 1950.

1948

1949

St. Louis's 'Favorite Wastebasket'

Goodwill Salvages Almost Anything, Provides Jobs for 400; Drive on Now

By Mary Kimbrough
Of the Post-Dispatch Staff

THE RED BRICK Goodwill Industries building at 4140 Forest Park boulevard is, in a manner of speaking, St. Louis's favorite wastebasket.

Every day, 25 tons of clothing and furniture and an assortment of what-nots ranging from stuffed owls to dusty copies of Elsie Dinmore are tossed into the seven-story container.

There, by some strange alchemy, discards are turned into dollars.

The workers and clients do it



with reclaimed and refurbished materials, a battery of 19 telephone operators and their supervisor—all of them handicapped also—are trying to bring more goods into the building. Each of the operators makes 400 calls a day, which means 50 every hour or nearly one a minute. Research has shown that of those 400 calls, 100 telephones will not be answered. Of the remaining 300, a total of 36 residents will say yes, a Goodwill truck may stop by and pick up a donation. Of those 36, six will forget before the truck gets there, leaving about 30 productive truck pickups each day for each of the

1950s

Over the last century, MERS Goodwill has developed partnerships for a number of events and programs. From donation drives and promotional giveaways, to employment resources and grant providers, the momentum that seemingly began in the '50s still resonates with the agency today.

Whether the partnership is with the St. Louis Cardinals, the Boy Scouts of America, movie theaters or food establishments, employers like Schnucks or our friends at St. Louis Youth Jobs or SLATE, we thank everyone in our communities for helping the organization grow in to what it is today.



Goodwill employs approximately 200 persons with disabilities to recondition the clothing collected for sale in its stores.



Daniel H. Blount elected to serve as President.

Roger E. French is named executive director of Missouri Goodwill Industries. He succeeds Rev. Robert C. Adair, who resigns from the position he held since 1946.

Missouri Goodwill Industries holds clothing drive, in partnership with Methodist Youth Fellowship.

466 Goodwill employees were given jobs and all except for 183 were placed in private industry when they completed their training.

Orson L. Curtis is elected to serve as President.

1950

1951

1952

1953

1954

LADIES AUXILIARY ORGANIZED FOR GOODWILL INDUSTRIES



Ladies Auxiliary members help drive interest in Goodwill and help open new stores. Mrs. Charles Allen Thomas is elected president of the first ladies' auxiliary of Missouri Goodwill Industries.



MRS. CHARLES ALLEN THOMAS, FIRST PRESIDENT OF THE AUXILIARY, EXAMINES AN ANTIQUE CLOCK WHICH WILL BE RECONDITIONED BY DISABLED WORKERS, ALL OF WHOM ARE PAID FOR SERVICES PERFORMED. WITH MRS. THOMAS, FROM LEFT, MRS. CHARLES A. RENARD, MRS. NEWELL A. AUGUR AND MRS. WHITELAW T. TERRY.

MEMBERS OF THE NEWLY-FORMED LADIES AUXILIARY TO THE GOODWILL INDUSTRIES ON A TOUR OF THE PLANT, 4140 FOREST PARK BOULEVARD, MONDAY. THEY ARE BECOMING ACQUAINTED WITH WORK DONE BY THE HANDICAPPED EMPLOYED THERE. ABOVE, FROM LEFT, MRS. ROBLEE MCCARTHY, MRS. M. M. JENKS, MRS. IRA E. WRIGHT JR. AND MRS. JOHN L. HAMMER WATCH A MACHINE PRICE-TAGGING PROCESS.



SMALL ITEMS, SUCH AS SILVER, GLASS AND CHINA, ARE CLEANED AND PROCESSED. ABOVE, MRS. CHARLES E. GASPARI JR., LEFT, MRS. BOURNE BEAN, MRS. E. EMMET KELLY AND MRS. FELIX WILLIAMS OBSERVE A WORKER POLISHING AN OLD SILVER PITCHER.

Miss Busch Honored At Party Yesterday

Instructors gave an exhibition and instructed the guests in the latest steps.

Guests were Miss Kate Borders, Miss Claire Pieper, Miss Audrey Wallace, Miss Jane Cochran, Miss Frances Brown, Miss Barbara Whittenore, Miss Ann MacCarthy, Miss Myrtle Boehmer, Miss Judy Fry, Miss Alice Hagan and

On Dean's List.

Among those named to the Dean's List at Smith College are Miss Jessie Hilgard Hermann, a senior, the daughter of Mr. and Mrs. C. Edward Hermann, 4382 Westminster place, and Miss Miriam Glenn Johnson, a sophomore the daughter of

FUN FACTS

1950

Store sales for the first eight months	\$129,000
Store clerks hourly wage	\$.75
Costume jewelry "grab bag"	\$.65

1955 October is National "Help the Handicapped Month," and Alfred F. Steiner Inc. places an ad in the St. Louis Post-Dispatch requesting "serviceable used suits or top coats" to be donated to Goodwill Industries.

Alfred F. Steiner Inc. Asks

Will You Help Goodwill Industries Help the Handicapped?

October is National "Help the Handicapped Month." We feel everybody in St. Louis should help the "Goodwill Industries" because this organization not only provides employment for the handicapped, but also trains and rehabilitates handicapped men and women. In order to do our part, all our four stores will accept your SERVICEABLE USED SUITS or TOP COATS during the next 5 days. This clothing will be turned over to "Goodwill" for reconditioning and resale by the "Goodwill" people.

To Encourage Your Cooperation We Will Allow You \$5.00 for Your Serviceable Suits or Topcoats Toward the Purchase of Any New Suit or Topcoat IN ANY OR OUR FOUR STORES.

We also will donate a brand new full suit to Goodwill Industries for every 20 Suits and Topcoats "Turned in".

Feel free to bring in your other serviceable clothing that can be mended or reconditioned. We'll be happy to deliver them to Goodwill Industries for you!

ALFRED F. STEINER
 THE LABEL OF QUALITY SINCE 1888

Bernard H. Sweeney elected to serve as President.



THIS IS YOUR GOODWILL INDUSTRIES

From its humble origins in Boston in 1902, your Goodwill Industries has grown steadily as it serves to the crippled and disabled of our area and today provides opportunities in the field of rehabilitation for thousands of handicapped men and women of every race, color and creed across the nation and around the world.

Today Goodwill in our area occupies a large building...

A GOING CONCERN

Goodwill has served as both school and college for others who have been crippled on our highways or victimized by polio, cancer, heart, tuberculosis, and other disabling diseases. These handicapped men and women are Goodwill's principal concern—they are eager to begin life anew by learning to serve in a capacity for which they can be fitted with specialized training.

But, the training of handicapped people is only part of Goodwill's story. More than 95 per cent of Goodwill's financial support comes from reclaimed merchandise. Old clothes, shoes, toys, and electrical appliances, which the handicapped at Goodwill process, repair and rebuild, are then resold to persons in the low income bracket who otherwise would turn to charity for their needs.



Money given in aid is soon gone, but money given to buy tools and equipment goes on helping the handicapped year after year.

GOODWILL INDUSTRIES
1410 FOREST PARK BLVD. ST. LOUIS, MISSOURI 63104

EXPERIENCED PROFESSIONAL KNOW-HOW WISDOM AND COMPASSION PLUS YOUR DISCARDS



Goodwill Industries' program of Training, Rehabilitation, and Sheltered Employment for handicapped people has for more than 60 years successfully battled suffering and poverty for tens of thousands of handicapped people.

A Statement of the President of the United States

President Lyndon B. Johnson praised the program of Goodwill Industries and encouraged its expansion. His statement said:

"National Goodwill Week focuses the attention of the country on a remarkable program that has brought hope, through job opportunities and rehabilitation services, to thousands of our handicapped citizens."

"Our nation is strengthened through your efforts to help the handicapped become productive members of society."

"During the past year, the Goodwill Industries provided training, employment, education, placement and rehabilitation services to over 80,000 men and women with all types of physical and mental handicaps."

"The program is supported primarily through donations of usable clothing and household articles which the handicapped workers repair and recoup for resale."

When you contribute your discarded articles to Goodwill Industries YOU HELP US SO MUCH



THE MEASURE OF GOODWILL is perhaps best made by our ability to "buy our own way". Your discarded clothing and household items are repaired and sold. From the proceeds of their own labor the handicapped are paid. Your requests and cash donations help us buy machinery and tools to provide work for additional handicapped persons.

DIGNITY TO INDIVIDUAL
From the humanitarian view point, it is difficult to define the joy brought to a handicapped person when given a job to do. Careful occupation is dignity to the individual. It makes him lose his self-consciousness and gives him something for which to live. There are few if any handicapped persons who want to be sheltered; who want to be supported by public funds, who want to be a financial burden on their immediate families.



WHAT GOODWILL HAS ACCOMPLISHED for the handicapped in our area is a matter of public record. More than 80,000 men and women physically handicapped have been employed. A tremendous job for the handicapped but a bigger one lies ahead as we forward to save many of the applicants on our waiting list.



GOODWILL INDUSTRIES Serves the community through the repair and resale of discarded clothing and household articles.

FUN FACTS

1968

Individuals served	1,870
Dresses	\$2.00
Winter coats	\$15.00
Fur coats	\$25.00
Revenue	\$2,413.167

ONLY ORIGINAL SOURCE HEALTH IN THE WORLD MAN WORKING

own that the only real source of wealth is working man, it follows logically that the real destruction of wealth is an idle man in the United States today, there are millions of men idled because of a physical disability.

Advances are responsible for the disability when better ones are available... plants to make room for new ones... plants to produce electric power. But, the disabled, aged or infirmated. Our cities that we must preserve human life.

REHABILITATION THROUGH TRAINING

...ence, testing, and evaluation of the individual in an environment which tends to build confidence from the handicapped for productive income-earning occupations. This proven rehabilitation program... people find employment to regular any others are able to go into business.



1960

Boy Scout and Cub units of the Mississippi Valley Council's St. Clair district held a donation drive to benefit Missouri Goodwill Industries. An estimated 400 disabled individuals would receive services as a result of the drive.

EAST SIDE SCOUTS HELP GOODWILL INDUSTRIES

Boy Scout and Cub units of the Mississippi Valley Council's St. Clair district distributed about 22,500 Goodwill Industries bags yesterday as a "good turn" project. They will collect the filled bags on Saturday and return them to fire stations, where Goodwill trucks will pick up the material.

More than 400 crippled and disabled persons at Goodwill Industries will receive training and rehabilitation by repairing the clothing and other household discards collected. After the items are repaired, they will be sold in Goodwill service stores. All income received will be given as wages to the handicapped.

Participating in the "good turn" project are 2700 boys in 91 units in the district. The district includes East St. Louis, Caseyville, Dupo, Monsanto and Cahokia.

The Iconic Goodwill Smiling G Logo Was Created

Logo History



TOP LEFT: The Maltese Cross symbol used by Goodwill Industries of America from the early 1920s to the 1950s.

TOP MIDDLE: The Dayton, Ohio, Goodwill Industries used this slight variation of the Maltese Cross for their own logo.

TOP RIGHT: The "Victory Over Handicaps" logo.

BOTTOM LEFT: Cartoon slide of "Good Willy" by Milton Caniff, 1951.

BOTTOM RIGHT: Goodwill Industries contemporary "Smiling G" logo.

The logo symbolized the many faces of self-sustaining and self-respecting people within Goodwill. The graphic designer, Joseph Selame, used a lowercase "g" twice in the logo, which double-served as the letter itself, and a smile.

New Goodwill store opens at 3006 North Union boulevard, employing three sales clerks and a manager.

1970s

During a time of political and social upheaval following the end of the Vietnam War, Missouri Goodwill Industries and Metropolitan Employment and Rehabilitation Service's predecessor, JEVS, continued to serve those in need.

By expanding into Illinois, JEVS was able to help a much broader population. Today, MERS/Missouri Goodwill serves individuals in 89 counties across Missouri and Illinois.

1974

JEVS receives a substantial grant to renovate its 100,000 square-foot facility located at 1727 Locust Street into an architecturally barrier-free facility designed for persons with disabilities.

The building was renamed the **Samuel Aftergut Rehabilitation Center**.

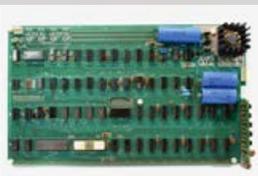
Today, the building has been renovated for Goodwill's new adult high school. The Goodwill Excel Center in St. Louis is set to open in October 2018.



WHO WAS SAMUEL AFTERGUT?

Samuel Aftergut was a certified public accountant confined to a wheelchair by multiple sclerosis since 1953. He was active in numerous philanthropic causes – he was one of the organizers of the St. Louis Chapter, Multiple Sclerosis Society; served on the Board of Director of the Jewish Employment and Vocational Service; honored by the St. Louis Chapter, National Rehabilitation Association, as the first member of its Handicapped Hall of Fame.

1977 in America



Apple computer is incorporated. The first Apple 1 personal computer kit goes on sale for \$666.66.



The King Elvis Presley dies at age 42.

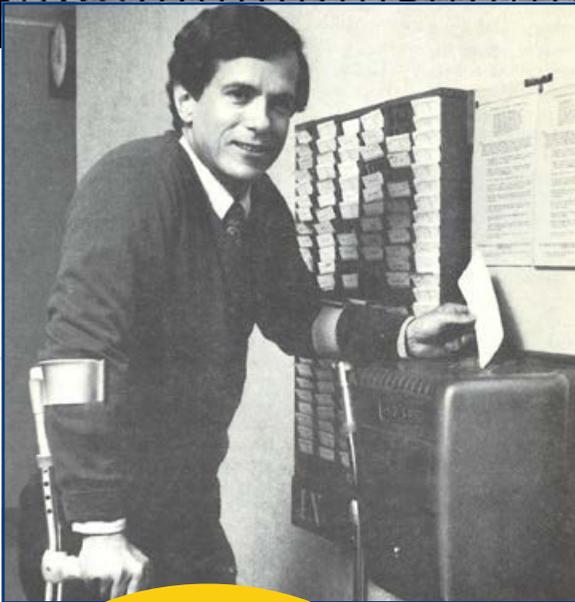


Jimmy Carter elected to serve as 39th president of the United States.

Between 1918-1977, more than 50,000 individuals were helped by Missouri Goodwill. Today, MERS/Missouri Goodwill serves over 50,000 individuals each year in its regions.



GATEWAY TO DIGNITY 1727 Locust St. Louis Mo.



MISSOURI GOODWILL AT WORK

In 1977, More than 1,300 persons with disabilities are employed by Missouri Goodwill Industries, with an additional 1,466 persons served through job counseling, vocational guidance and sheltered employment. More than 137 clients were directly placed in outside employment by Missouri Goodwill Industries.



WHO WAS SAMUEL BERNSTEIN?

Samuel Bernstein was president of JEVS (which changed its name to MERS in 1984) from 1979-1994.

He is credited with growing JEVS from a small agency in the 1960s to one which emerged in the 1980s under his leadership as a comprehensive program consisting of evaluation, work adjustment training, skill training, independent living training programs and job placement services.

Founded in 1966, the Commission on Accreditation of Rehabilitation Facilities (CARF) is an independent, non-profit accreditor of health and human services.

In 1974, Goodwill Industries of America recognized CARF as the accrediting organization for all Goodwill organizations.

See the areas of accreditation Goodwill has received on the back cover of this report.



Missouri Goodwill Industries obtains CARF accreditation from the Rehabilitation Accreditation Commission.

Out of 165 Goodwill Industries in the U.S., Missouri Goodwill Industries is considered one of the largest.

David Kutchback joins MERS as a Placement Counselor.

1975

1976

1977

1978

1979

1980s

Back when MTV played music videos, Jewish Employment and Vocational Service (JEVS), which changed its name to Metropolitan Employment and Rehabilitation Service (MERS) in 1985, developed many new, innovative programs such as the Supported Work Program and the Transitional Adjustment Program. Both programs utilized community partners to help employ individuals.



RANDY WILKERSON

The St. Louis Post-Dispatch features Randy Wilkerson, a severely visually disabled 28-year-old, who participated in Missouri Goodwill Industries' food service training program.

Wilkerson was offered on-the-job training by Salad Bowl restaurant where he learned to set tables, prepare food and wash dishes.

MISSOURI GOODWILL INDUSTRIES

SKILL TRAINING PROGRAM
 BUILDS PEOPLE FOR JOBS

FOOD SERVICE TRAINING
 training takes place in community restaurants

PONDEROSA
 SALAD BOWL, INC.
 POPE'S CENTRAL CITY
 MARRIOTT PAVILION HOTEL
 LT. ROBERT E. LEE RESTAURANT
 BRECKENRIDGE INN AT FRONTENAC
 SCHNEITHORST'S HOFAMBERG INN

EMPHASIS ON PLACEMENT

- THIS YEAR GOODWILL HAS PLACED OVER 150 DISABLED ADULTS
- PREPARES STUDENTS FOR ENTRY FOOD SERVICE OCCUPATIONS
- PROGRAM ENDORSED BY THE MI RESTAURANT ASSOCIATION



45% of people who participated in the food training program were placed in permanent jobs, while 37% of those who were trained in the larger custodial program found permanent employment.

Festus store opens

Approximately 65% of Goodwill's revenue comes from its retail stores.



Today, MERS/Missouri Goodwill Industries continues to focus on programs involving community-based training and working closely with employers in the community.



Artist's rendering of Goodwill Unlimited

SOUTHWESTERN BELL PARTNERSHIP



Goodwill partners with Southwestern Bell Corp. following its new location move to sell 7,000 pieces of office furniture to the public in its retail store.

Prices ranged from \$10 for a small card file to \$150 for an executive desk, but most items ranged from \$20 to \$60. Goodwill invested the \$140,000 from the furniture revenue into its rehabilitation programs.

1985

1986



Goodwill opens a new "Goodwill Unlimited" retail store in St. Charles located at 513 South Fifth Street.

1987

GOODWILL UNLIMITED

At opening, this location employed 7 full-time people, all from the St. Charles area. David Parrish, executive vice president of Missouri Goodwill Industries, said this store offered "only the best items." Goodwill Unlimited represented an effort to attract higher-income customers to generate more business. 84% of Goodwill's customers are women, while 83% are more than 30 years old.

1988

1989

The 1990s was a time of rapid change and growth, due to extreme advances in technology, mainly the World Wide Web. This growth and change were also mirrored in MERS and Missouri Goodwill Industries. Both organizations continued to expand and serve a growing number of individuals each year.

1990s

**METRO/
PERSPECTIVES** Winter 1990

United Way of Greater St. Louis

Jewish Federation Service

TELLING THE GOOD WORK THAT WE DO...

MERS BEGINS 50TH YEAR

50 YEARS OF GOOD WORK

Nineteen-ninety marks the fiftieth anniversary of Metropolitan Employment and Rehabilitation Service. MERS is an outgrowth of Jewish Employment and Vocational Service, which was established in November of 1940.

Initially, the history of this agency was tied to the educational and rehabilitative needs of the Jewish population fleeing Nazi oppression. Over the years, the work of this agency has taken many turns. At each point, it has responded to the cutting edge of needs within the community as they have developed and changed. Currently, MERS is a not-for-profit agency that works extensively with persons with disabilities. These persons are helped to develop their highest employment potential. Services are provided to the visually and auditorily impaired, the learning disabled and the head traumatized. The agency also serves both mentally restored persons and persons with mental retardation.

The agency is currently administered by Samuel Bernstein, Ph.D. His experience and knowledge have given impetus to the work of the agency. It is a staff of nearly 100 employees who are dedicated to the goal of providing quality services to the community.



Outgoing chairman, Barry Hollander, and incoming chairperson, Tani Wolff, cut the ribbon at the dedication of the remodeling/ expansion program that was recently completed at MERS/Lippman Center, as Samuel Bernstein, MERS/CEO, and building donor, Byron Lippman, watch. The \$500,000 project was completed in November.

several educational opportunities. It is envisioned that various activities and aspects of the celebration will continue throughout the year.

Before the year concludes, the purposes of the 50th anniversary campaign are to create awareness within our agency of the good work that we do.



Tani Wolff is named the incoming chairperson of the Board of Directors.

Tani Wolff is the first woman to serve as Chairperson of the MERS board. Tani remains on the board through the MERS-Missouri Goodwill Industries merger in 2001, currently holding the position of Director Emeritus.



Lewis C. Chartock is named Chief Executive Officer of MERS, a position he holds until the 2001 merger of MERS with Missouri Goodwill Industries.



Marvin Washington starts as a job developer.



Mark Arens joins MERS as a Vocational Counselor. He remains with the organization through the merger and currently serves as Executive Vice President/Chief of Program Services for MERS/Missouri Goodwill Industries.

Missouri Goodwill Industries serves an average of 2,000 individuals with disabilities.

2000s

In 2001, MERS and Missouri Goodwill Industries merged to form MERS/Missouri Goodwill Industries. Combining resources and capitalizing on the strengths of both agencies resulted in decreased duplication of services and gained efficiency in a number of areas and has provided an opportunity for growth and expansion in all three divisions. Today, the organization helps more than 50,000 individuals a year.



The many faces of Goodwill stores



Judge Jimmie Edwards opens Innovative Concept Academy, the only school in America overseen by a court system dedicated to the education and rehabilitation of delinquent teens.

Goodwill Industries opens newest full-line retail store in Fairview Heights.

 Mark Kahrs joins Goodwill as a lead at the Manchester location making \$8.00 an hour.

Lewis C. Chartock assumes the role as president and CEO of the new MERS/Missouri Goodwill Industries.

 Philea Johnson starts as a case manager.

Goodwill holds grand opening for its 9,000 square-foot Arnold store location.

Goodwill enters the Farmington market

 Dawayne Barnett joins MERS/Missouri Goodwill Industries as Chief Financial Officer.

2010s

With the successful merger of MERS and Missouri Goodwill Industries, the organization continues its growth in the new Millennium. Expansion of retail stores and career centers into new markets like Southeast Missouri, and the addition of approximately 12 programs and services, helps MERS/Missouri Goodwill Industries surpass 1 million donated items each year. Thanks to the continued support of MERS/Missouri Goodwill's donors, board members and community partners, the organization can further its mission of "Changing Lives Through the Power of Work."



2013 In conjunction with the Incarnate Word Foundation and the City of St. Louis, MERS/Missouri Goodwill launches a new jobs pilot program called StL Youth Jobs.



The program aims to help at-risk youth ages 16-23 secure meaningful summer employment, exposing them to positive adult relationships and providing them with the opportunity to advance their workplace and social skills.

AUTISM EMPLOYMENT CENTER
In its first year, the new Autism Employment Center served 70 adults and had a 100-percent retention rate for individuals placed into employment.

MERS/Missouri Goodwill Industries adds 27 counties to its service area and, for the first time, the organization receives over a million donations.

2010

MERS Goodwill celebrates the opening of St. Louis' first Goodwill Outlet store. The outlet store is the largest Goodwill Outlet Center in the country, boasting more than 20,000 square feet of retail space, and 134 bins full of merchandise that rotate every three and a half hours.

2011

Goodwill surpasses 40 retail locations with the opening of new stores in Lake St. Louis and St. Peters.

2012

MERS/Missouri Goodwill receives \$100,000 grant from the St. Louis County Productive Living Board and a \$121,504 grant from the Simon Foundation to help fund the new 6,000-square-foot Autism Employment Center located at the Lippman Center.

2013

Nearly 100 at-risk youth from Ferguson and Dellwood begin a six-month employment program through the new Ferguson Forward initiative, which is an extension of the StL Youth Jobs summer program.

2014

Centralia

BRIDGETON OUTLET

Forest Park Reopening

St. Peters

Lake St. Louis

Downtown St. Louis Outlet



ST. LOUIS' FIRST OUTLET STORE

In only one year after its grand opening, MERS/Missouri Goodwill's first Outlet Center:

\$2 Reached **MILLION** in sales

Merchandise Sold (approximately)
3.95 MILLION POUNDS

Recycled
13.28 MILLION pounds of merchandise

18.43 MILLION POUNDS of goods collected from other local Goodwill stores



Thousands of Scouts and volunteers from **St. Louis City** and **36 counties** in eastern Missouri and southern Illinois, canvass neighborhoods to deliver

1,000,000 blue Scouting For Food bags

The 32nd annual Scouting For Food drive pulled in

2,249,012 ITEMS OF FOOD

making it the largest Scouting For Food collection ever recorded at the Greater St. Louis Area Council.

The new retail store and donation center on Forest Park opens next to the original Forest Park store location, which now houses the agency's Organizational Employment programs.

Lewis C. Chartock retires as President and CEO of MERS/Missouri Goodwill Industries. He is succeeded by David Kutchback.

MERS/Missouri Goodwill's sponsorship of the 32nd annual Boy Scouts' Scouting For Food event pushes the collection effort to record numbers, ultimately providing over 597,000 meals to those in need.

MERS/Missouri Goodwill opens three Excel Centers in Missouri.

2015

2016

2017

2018

2019

The Baton is Passed



Donate and Shop

Partner with Goodwill

Find Jobs and Services

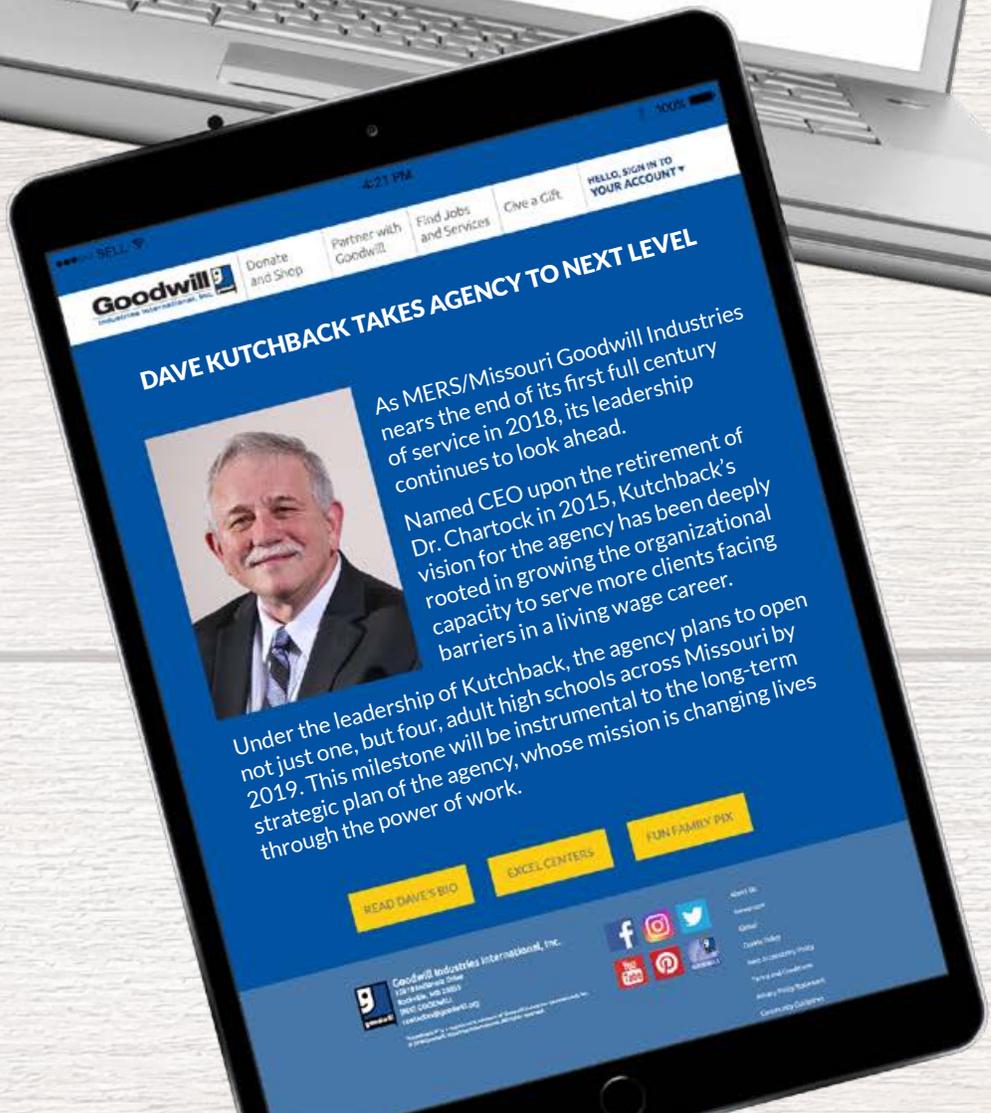
Give a Gift

HELLO, SIGN IN TO YOUR ACCOUNT

LEWIS C. CHARTOCK LEAVES A LASTING IMPRESSION



Under the esteemed leadership of Dr. Chartock over the past 21 years, the organization has soared to new heights. Chartock engineered the merger of MERS and Missouri Goodwill in 2001 when he saw a common mission shared by the two organizations, as well as a need to revamp the retail store program (which has since grown from 21 to 42 stores in just the past decade). As a matter of fact, when he took over the organization in 1994, MERS' annual budget was \$6.9 million. At the time of Chartock's retirement, MERS Goodwill had an annual budget of more than \$160 million, demonstrating how significantly his leadership has affected the growth and expansion of the organization.



Donate and Shop

Partner with Goodwill

Find Jobs and Services

Give a Gift

HELLO, SIGN IN TO YOUR ACCOUNT

DAVE KUTCHBACK TAKES AGENCY TO NEXT LEVEL



As MERS/Missouri Goodwill Industries nears the end of its first full century of service in 2018, its leadership continues to look ahead. Named CEO upon the retirement of Dr. Chartock in 2015, Kutchback's vision for the agency has been deeply rooted in growing the organizational capacity to serve more clients facing barriers in a living wage career. Under the leadership of Kutchback, the agency plans to open not just one, but four, adult high schools across Missouri by 2019. This milestone will be instrumental to the long-term strategic plan of the agency, whose mission is changing lives through the power of work.

READ DAVE'S BIO

EXCEL CENTERS

FUN FAMILY PIX

Goodwill Industries International, Inc.
1315 Franklin Ave. Suite 100
St. Louis, MO 63103
314.241.2000
www.goodwill.org



Agents for:
American Red Cross
Goodwill
Disability Relief
Health Literacy Project
HIV and Hepatitis
Housing Programs
Community Colleges

2017

Over the past century,

MERS/Missouri Goodwill Industries has expanded its scope of services & target populations to become one of the most diverse human service organizations in the region.

44

stores with an average of

15,000 sq ft



Fourth consecutive year earning 4-star rating from Charity Navigator. Only 10% of charities have received this highest possible rating.

3 Years

CARF accreditation received

4 new stores open totaling

61,450 sq ft

which is over

37,450 sq ft

larger than the original 13th & Tyler location.

29,000

people placed in jobs

For the 2017 Earth Day donation drive,

20,000

pounds of donated items were collected

Mark Morgan

Named Coordinator of its Jewish Community Employment Services, a MERS Goodwill program supported by the Jewish Federation of St. Louis.

\$30,000

Grant toward Supported Living Program from Legacy Heritage Fund enabling upgrades of services/programming to persons with disabilities.

162

Goodwills operate throughout the United States

Heading into its centennial year, the agency is proud to serve over 50,000 individuals each year.

Let's take a look at some of the great things that happened in 2017.

So many wonderful client success stories over the years.



Allison Shelley, Employment Services Program

Allison Shelley has never let disabilities and challenges deter her from going for her dream. Feeling defeated with her former employer's expectations and the struggles she faced with having to cope with her learning disability and her unique way of needing to learn, Allison found an amazing support system at MERS Goodwill. After struggling at her job within a major healthcare system, the Missouri Department of Vocational Rehabilitation referred Allison to the Employment Services program at MERS Goodwill.

"For the first time in a long time I am happy with my job and enjoy going to work each day," said Allison. "Goodwill gave me a chance to excel in the workplace and taught me valuable skills that helped me achieve my goals. I will always be thankful for the assistance and support I received from Goodwill and Katie in particular."



John Spells

When John Spells retired from the United States military, he faced one of the greatest challenges that so many veterans come to know first-hand: the transition from military to civilian life and the hurdles that exist in reentering the workforce. It's been a long journey, but with guidance and support provided by MERS Goodwill and the Veterans Administration in Springfield, Missouri, John proudly just passed his 90-day mark working as a Machine Operator II for Nestlé Purina PetCare Company.

"Even though I'm late in my career stage, one of my goals was to find a job that presented me with good benefits, healthcare and the opportunity to put away for retirement," said John. "I love my job because it challenges me to learn and accomplish new things I didn't think I could have before."

"Before I came to Goodwill, I didn't know anything about their programs or services," said John. "Barb (Barb Morris, placement counselor for MERS Goodwill) is an exceptional person and she has been so helpful. I like to think it was divine intervention that brought me to cross paths with Goodwill."



Anthony Barker, Supported Employment Program

Anthony Barker is a charming and determined young man who has proven that he will not let obstacles hinder his future. Anthony faced numerous hardships from the day he was born. Born premature, Anthony had to undergo countless surgeries throughout his childhood. As an adult, Anthony has been forced to manage challenges with transportation, having limited family support and never receiving adequate job training. Instead of letting these obstacles impede his success, Anthony kept striving to make something of himself. His desire to change his life led him to MERS Goodwill.

"Without training, I felt like I was never really given a chance to succeed," said Anthony. "Working with (Employment Specialist and Job Developers at Goodwill) helped build my confidence and opened my mind to what I am capable of doing and can accomplish. I am truly grateful for the training I obtained from Goodwill and the support I continue to receive."

The 2017 Board



FRONT ROW: Gerald Kretmar, Edda Berti, Elizabeth Green, Lynn Rothbarth, Tani Wolff, Robert Lefton. **BACK ROW:** George Philips, Arturo Corral, James Mosqueda, Christopher Tabourne, Elliot Zucker, Darryl Jones, Barry Ginsburg, Michael Iskiwitch, Louis Loebner, David Pickerill.
NOT PICTURED: Melissa Brickey, Judith Gall, Paul Kravitz, Kraig Kreikemeier, Harry Moppins, Jr., Joan Newman, Jay Summerville.

Board Spotlight

MERS Goodwill's board members are instrumental in helping establish the agency's mission and grow the organization's ability to serve and respond to the needs of the local community.



Darryl Jones

CURRENT POSITION:
Chairperson of the 2017 Board of Directors

YEARS ON BOARD:
Six

WHY GOODWILL?
The economic spectrum

of people donating and shopping at the retail stores is phenomenal. And to understand how the programs and community benefit from the stores' activity - from donating to sales to then helping people work and live more independently in the community - is incredible.

LOOKING AHEAD:

With a potential decrease in state and federal assistance for organizations like Goodwill, looking outside of the box to find new opportunities to provide jobs and fund programs will lead to many more success stories.



Ruthann "Tani" Wolff

CURRENT POSITION:
Director Emeritus

YEARS ON BOARD:
40+ - Longest serving Board member

WHY GOODWILL?
The care the agency

takes of its employees, and the degree to which it ensures their career development. Almost all senior staff has been nurtured and developed from within. That commitment is especially meaningful given the overall mission of the agency.

LOOKING AHEAD:

By involving teens in food and clothing drives and Earth Day activities, MERS Goodwill can increase donations of lightly-used goods, carry our green message into schools and build habits that will produce a new and potentially long-term client base.



Hometown Hero

Maria Lawrence

Retention specialist with MERS Goodwill

"Maria has a way of working with people that empowers them to be the best they can be," said Sarah Dotson, Coordinator for SWEP.

"One of her famous phrases is,

'Only the end of the world is the end of the world.'

It's such a simple, but powerful, statement.

No matter how great a problem may be, Maria always finds a way to stay calm and work to overcome the obstacle at hand – whether that be today, tomorrow, or next month."

MERS Goodwill's Summer Work Experience Program (SWEP) is essential to building the self-esteem and confidence of local youth with disabilities. While SWEP is one of the many programs and services offered by Goodwill, it's how Maria Lawrence came to learn about and fall in love with the organization's mission of changing lives through the power of work.

Back in 2007, and after working in Human Resources at a demanding corporate job, Maria decided to take a few years off to be a stay-at-home mom for her daughter Camille, who was about to enroll in her high school as its first-ever student with Down Syndrome. With Camille struggling to learn and adapt in a traditional high school setting, Maria took charge and helped build a curriculum for incoming students with developmental disabilities, which is still being implemented to this day.

It was through Camille's participation in the SWEP program that Maria discovered the incredible resources MERS Goodwill provides to individuals with barriers to employment. Her passion for helping others, as well as Camille's involvement with the program, led Maria to start working as a summer job coach for SWEP from 2012 to 2014. She soon secured a part-time position as a retention specialist for Goodwill before taking the position on full time in 2017.

Naturally, when Maria became involved with MERS Goodwill's SWEP program, she was drawn to the network of parents sharing a wealth of resources with one another to better educate themselves on how to be the best support system for their children. "When you work with people with disabilities, you either get it or you don't," said Beth Brown, Assistant Vice President and Director at the Lippmann Center. "Maria gets it. She understands that she is not just working for her individual clients, she is working for her client's support system and the employer. That collaboration makes her an invaluable resource to the communities Goodwill serves."

Now, as a retention specialist at MERS Goodwill's Lippman center, Maria effortlessly works with an average of 30 clients ranging in age from 18 to 58 at any given time, to help set both personal and career-focused goals in order for her clients to be successful in a job setting. "MERS Goodwill is such a multi-faceted organization," said Maria. "Being in the latter phase of my career, I am so fortunate I get to do something that I truly love and work with people who share my same passions."

ACCIDENTAL DONATIONS

have been happening for years, and in 2017 we saw over \$10,000 worth of cash in stores across our region including Belleville, Springfield, and North County. We also found priceless medals from World War II that we were able to return to the widow of the veteran who earned those medals.



Goodwill worker finds \$1,200 in clothing donation

POSTED VIA FB, JANUARY 2, 2015, BY DAN GRAY



ST. CHARLES, MO (KTVM) - Employees at a Goodwill store in St. Charles are looking for the person who may have accidentally donated \$1,200. The Goodwill store on West Clay in St. Charles is where a very surprised employee found the \$1,200 in cash. Then the very honest employee immediately told her boss about it. Goodwill employee Holly Henderson has been keeping busy this week sorting through end of the year donations. On Tuesday she picked up three plastic bags of clothing and started filtering through them. "Well, I was going through the pockets and there it was and it was just really exciting," said Holly Henderson.

Goodwill isn't releasing the denominations of the bills or the exact amount of clothing. They are hoping that the person that accidentally left the money will give the donor brown between Pam

Holly said she the right thing "I wouldn't w ha, ha," said The Good see if they at the Wes the money veterans

DUQUOIN EVENING CALL

Check the pockets: \$4,200 found hidden in donated items to area Goodwill programs

Posted Apr. 15, 2015 at 10:23 AM



Goodwill seeking donor who left \$1,900 in clothing

By Jeff Haskins
Jefferson City has had \$1,900 trace of it. "I happened on the sales floor of our store on Missouri Boulevard," said Goodwill CEO Drew Kutchback. "It was great that she turned it in so we can try and find the rightful owner." Kutchback said she occasionally happens during the time of year when spring cleaning takes place. "It's very important for them to call out their items before donating."

Goodwill locations in Fulton and Carbonate, Illinois, also reported large amounts of money being found in one of our stores. He just want to get the message out so we find the rightful owner." Kutchback said that the person or persons who donated this clothing should call the Goodwill office in St. Louis.



\$40K among accidental charity gifts



Talk about being generous to a fault. Charitable donors have accidentally given away stacks of cash and valuable jewelry by simply not checking clothing pockets, shoe boxes and furniture drawers before handing off their goods. Last week, \$2,500 was found in a donation to a Glen Carbon, Ill., Goodwill store. About \$40,000 turned up at a Goodwill in Monroe, Mich., late January.

In just the last two years, about \$20,000 in accidental donations come into the 42 stores nationwide, which includes the Glen Carbon store and others in the St. Louis area. Add in mistaken donations since 2008, and the figure rises to about \$37,000, says the group. Charitable group workers say donors sometimes forget to check the inside of pockets and pocketbooks before they drop off goods. Some contributors inadvertently pick up valuables from their car trunks while scooping up other items to be donated. Accidental offerings also arise when someone brings in the belongings of a person who had died or

\$6,200 in cash found in clothing donation

BY ERIN HEFFERNAN
St. Louis Post-Dispatch

An employee at a Florissant Goodwill found an unintentionally generous donation this week. Goodwill associate Brit-tany Walker discovered \$6,200 Sunday at the thrift store at 472 North Lindbergh Boulevard, Goodwill Industries. But — embodying the name of her employer — Walker didn't instead, she told her boss, and now Goodwill is asking whoever

may have unintentionally donated the cash to come forward. Staff believe the donation was left Aug. 25 at the Goodwill Bridgeton Mills Outlet location at 5665 St. Louis Mills Road. There are identifying details in the donation that should help them match the true owner to didn't want to go into detail about where the money was found. "We are thankful to our team member Brittany, who has been with the agency for nearly a year, for finding and turning the money over to our management team quickly for further investi-

gation," David Kutchback, president and CEO of MERS Goodwill, said in a statement. "We hope we find the donor soon." MERS Goodwill asks donors to look in all pockets, bags, envelopes and small boxes to avoid unintentionally donating cash or other items. If you believe you are the unintentional donor, contact Goodwill at (314) 982-8502. If the cash goes unclaimed for 30 days, it will go to fund the MERS Goodwill employment program. Erin Heffernan • 314-340-8145
erheffern@postdispatch.com

Goodwill employee turns in found cash



By JANESE SILVEY
September 21, 2013
Imagine sorting through a pile of discarded goods and finding a box with more than \$1,000 inside. You have no idea who the money belongs to, and no one is around, what would you do? Albert Jesse found himself in that situation last week while going through donations at Goodwill in Columbia, where he has been working since early August. He came across a small cardboard box that contained roughly \$1,300 in mixed bills and nothing else. Jesse assumed he had a thought about keeping it — after all, he has a fiancée and two kids to support — but it was fleeting. "I need to keep my job," said Jesse, who makes a little more than minimum wage. "That's more important." Jesse turned the cash over to manager-in-training Josh Rackers. "When he brought it to me, I said, 'Man, you're really honest,'" Rackers recalled. "In this economy, not a lot of people would have turned it in. I'm really proud of the character he showed." Rackers counted the cash and called the company's loss prevention manager, who directed him to put it in a safe. The store will wait 90 days for an owner to claim it — and if no one claims it, the money will be donated to Goodwill programs, which are aimed to help people with disabilities. Find the training and support they need to get jobs. Jesse likely will have a job at Goodwill for as long as he wants. "This shows he has what it takes to work for this company — integrity, good morals," Rackers said. "We are Goodwill, and he definitely showed that character." He's also getting recognition from the top. Lewis Clark, CEO and president of the organization, said in an email. "He is hard-working and honest and truly exemplifies the mission of MERS/Goodwill." Reach Janese Silvey at 572-815-1705 or e-mail jhsilvey@columbiadailytribune.com.



\$500 found at Columbia Goodwill

An employee found \$500 cash inside an envelope while filtering through donations on Monday.



3300 found at Columbia Goodwill
COLUMBIA, Mo. — After finding \$250 at the Glen Carbon, Illinois store, MERS (Metro Employment and Rehabilitation Services)/Goodwill is looking to find the donor they believe may have accidentally placed money in with their item donation at the Columbia store. An employee found \$500 cash inside an envelope while filtering through donations on Monday. Goodwill's loss prevention team believe the donation was made on Tuesday, March 11 between 9 a.m. and 5 p.m. Goodwill recommends looking in pockets, bags, envelopes, and small boxes so you don't accidentally let go of something you didn't intend to. "It seems like we are seeing this sort of accidental donation occur more and more, particularly around the spring," said Lewis C. Clark, Ph.D., President and CEO of MERS/Goodwill. The donor is encouraged to contact Goodwill at (314) 982-8402. If no one comes forward, the money found will go to MERS Missouri Goodwill's programs that help the community.



Goodwill employee finds \$480 in donated clothing

By JESSIE JACKSON

An employee at MERS/Goodwill in Columbia recently found \$480 in a clothing item, and the organization is now trying to find the donor. After 30 days, the money will go to fund programs that help people with disabilities. Goodwill officials believe the money was donated accidentally around noon on Jan. 15 at the store at 8405 Goodwood Parkway. They are asking the donor to come forward to claim the cash. It was not turned in as a donation. Lewis Clark, president and CEO of MERS/Goodwill, said in a news release that a team member discovered the money while filtering through a donation of women's clothing items. He said the employee deserved credit for "going the right thing and turning the money over to our management team for further investigation." The donor should call MERS/Goodwill at 314-982-8502 to make a claim. "We thank them for the money. After 30 days, the money will go to fund programs that help people with disabilities." "We hope we find the donor," Clark said. "We never thank them for the money. After 30 days, the money will go to fund programs that help people with disabilities." MERS/Goodwill officials said donors should check all pockets, bags, envelopes and boxes before dropping off donations to avoid making unintended donations. Earlier this month, \$1,200 cash was found at the MERS/Goodwill location in St. Charles. Although the store has been open for more than 10 years, it has had a similar incident happen in March when a Columbia MERS/Goodwill staffer found \$190 in cash. Earlier that month a larger "accidental donation" of \$2,500 was made at a MERS/Goodwill store in Glen Carbon, Ill. In September 2011, a Columbia employee turned in about \$1,200 cash for location in Columbia. The money was given back to its owner in July 2012, according to previous Tribune reporting. The United Army, which operates three repair and reuse centers, said that the United States Army is the person who dropped off the cash and it will be able to identify it. If the donation was a significant amount, "he said the organization would have a media release," with enough specificity that he would put it in safe-keeping and make every effort to contact the owner. "I said Tribune, who can't reach our contact in the three days we've had been with the United States Army."

EXECUTIVE STAFF

David Kutchback

President/CEO

C. Dawayne Barnett

Chief Financial Officer

Mark Arens

Executive Vice President,
Program Services

Mark Kahrs

Executive Vice President,
Retail

Kristy Lance

Senior Vice President,
Retail

Phileasa Johnson

Vice President,
Human Resources

Marvin Washington

Vice President,
Contracts

Colin Kricensky

Vice President,
Contract Sales

Jeff Cartnal

Vice President,
Program Development

Hilary Wagner

Vice President,
Employment & Training

DeAnn Briggs

Vice President,
Southeast MO Services

Kevin Shaw

Vice President, Retail

Becky Polwort

Vice President, Retail

Beth Brown

Assistant Vice President,
Employment & Training

Elizabeth Drennan

Assistant Vice President,
Employment & Training

Esther Williams

Assistant Vice President,
Innovative Concept Academy

BOARD OF DIRECTORS

OFFICERS

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Kenneth Salky

Barry Sharon

Jay Summerville

Camille Toney

Tani Wolff

SERVICES AVAILABLE

Vocational Evaluation

Community Employment Services/Job Placement

Skills Training Programs:

Office Computer and Administrative Skills
Training (Office CAST)
Building Maintenance
Culinary Arts

PC Technician Skills Training (A+ and N+)

Supported Employment: Assessment, Job
Development, Job Coaching, Long-term Retention

Supported Living

Sheltered Employment

Project Grow: Comprehensive vocational services for
deaf or hard of hearing individuals

Careers in Transition (CIT):
Services for displaced professional individuals

Transition from School to Work

Child Day Care Center and Pre-School

Next Generation Career Centers (NGCC):
WIOA Adult and Dislocated Worker Program
WIOA Youth Program

Head Injury Employment Program

Juvenile Justice Program: Employment and
educational service for juvenile offenders in the City of
St. Louis, housed at Innovative Concept Academy

Community Corrections: Residential services and
vocational supports for women

Missouri Work Assistance (MWA): Employment
services for individuals who are receiving TANF

Senior Community Service Employment Program
(SCSEP)

GED Instruction

ACCESS: Services to victims of domestic violence

**Employment Services for those with diagnoses on
the Autism spectrum**

COMMUNITY PARTNERS AND MAJOR FUNDING SOURCES

United Way of Greater St. Louis Orvin Kimbrough	Jewish Federation of St. Louis Andrew Rehfeld	22nd Judicial Circuit Court, Juvenile Division Judge David Mason
Missouri Division of Vocational Rehabilitation Jeanne Loyd	St. Charles County Department of Workforce Development Scott Drachnik	St. Louis City Department of Public Safety Charlene Deeken
Illinois Department of Human Services Lisa Brink	Mid-America WIB Debra Moore	Safer Foundation Victor Dickson
Department of Veterans Affairs Corliss Strathearn	Madison-Bond WIB David Stoecklin	Goodwill Industries International Jim Gibbons
St. Louis County Office of Productive Living Services Becky Herschbach	Developmental Disabilities Resource Board Peg Capo	Greater St. Louis Community Foundation Amelia A.J. Bond
St. Louis Agency for Training and Employment	Office of Job Training Programs: Jefferson-Franklin Counties Michael Ravenscraft	Missouri Department of Mental Health Keith Schafer
St. Louis Office for DD Resources Dick Goldbaum	Missouri Family Support Division Patrick Luebbering	St. Louis Community Development Agency Alana Green
Federal Bureau of Prisons Kathy Hueter	Missouri Department of Health and Senior Services Michael Brewer	St. Louis Mental Health Board Jama Dodson
Missouri Department of Corrections Anne L. Precythe	Mildred Simon Foundation Joan M. Newman	St. Louis Youth Jobs Hillary Frey
Southeast Missouri Workforce Development Board June O'Dell	Northeast Missouri Workforce Investment Board Diane Simbro	

DONORS

Melissa Alper	Brenda Jensen
Mary Kay Beiermann	Kids Who Kare Camp
Mark and Barbara Bernstein	J.W. and Mildred A. Kisling Charitable Foundation
Glenn and Patsy Campbell	Robert R. Lynn
Osmond and Sandra Conrad	Adekunle Ojelade
Mark Carl Creamer	Harry and Sandi Schrag
Mark and Dorothy Crinnion	Simon Foundation
Charles and Gail Eisenkramer	Roy and Carolyn Smith
Emerson Charitable Trust	Snyder Family Limited Partnership II
Employees Charity Organization of Northrop Grumman	St. Louis Community Foundation
Mr. and Mrs. David C. Farrell	Jerry and Greta Stolar
Fischer-Bauer-Knirps Foundation	Margaret Williams

Plus the thousands of people who generously share their household goods, clothing, personal items, cars, etc. to help us raise funds to support our employment programs!

2017

PUBLIC SUPPORT

Contributions of inventory	\$62,721,597
Associated organizations	701,232
Other	1,359,565
Total Public Support	\$64,782,394

REVENUE

Store and salvage	\$74,307,937
Employment and training	22,416,292
Contract services	6,086,648
Sheltered workshop	989,351
Other program services	1,636,924
Investment income	2,178,948
Miscellaneous	85,627
Total Revenue	\$107,701,727

Total Public Support & Revenue **\$172,484,121**

EXPENSES

Program services	\$157,194,492
Management and general	5,709,780
Fundraising	2,455,712
Total Expenses	\$165,359,984

Change in Net Assets **\$7,124,137**

ASSETS

Cash and cash equivalents	\$5,067,712
Account receivables	5,110,514
Inventories	3,089,984
Investments	18,220,217
Property and equipment	62,891,045
Other	2,904,346
Total Assets	\$ 97,283,818

LIABILITIES & NET ASSETS

Current maturities of long-term debt	\$3,232,964
Accounts payable and accrued expenses	7,632,353
Long-Term Debt, less Current Maturities	12,599,945
Net Assets	73,818,556
Total Liabilities & Net Assets	\$97,283,818

OUR VISION

A community where each individual has the opportunity to learn, work, and achieve their greatest potential.

FINANCIAL STATEMENT JUNE 2, 1931. GOODWILL INDUSTRIES.

Gross Receipts:			
Month	1930	1931	Gain
January	\$6697.32	\$9376.66	\$2679.34
February	6765.84	9946.33	3280.69
March	7453.48	9869.77	2416.29
April	7878.24	10543.81	2664.57
May	8812.80	12203.75	3390.95
Totals	\$37587.48	\$51940.32	\$14352.84
Gain of \$14,352.84 or 38%.			
Accounts Payable.		Accounts Receivable.	
March bills	\$1483.98	Independent Paper Stock	\$1500.00
April bills	1135.95	Company	595.00
May bills	1357.12	Welfare Agencies	307.00
Board of		Wipers & other	\$2402.00
Home Missions	487.00	charge accounts	
Notes:		Total	3918.05
Kennedy Carliner	1000.00	Deficit of	
& Bag Company	856.00		\$6320.05
Aero Oil Company	856.00		
Total	\$6320.05		

Financial statement June 2, 1931

Coming Up Next Year!

The markers and milestones MERS Goodwill has reached in the last 100 years are what we believe to be just the beginning of what is to come in the next hundred.

As we start the next centennial, we look forward to sharing with you our latest successes, personal and professional growth, and the new partnerships and programs in the year ahead.

Stay Tuned!

Simon Foundation donates

\$1M to help start Excel Centers



Story ran in St. Louis American

Samuel Altergut Rehabilitation Center is a 7-story low-rise building in downtown St. Louis. The building has a number of floors under construction while MERS Goodwill builds out an adult high school, which is scheduled to open October 22.

Photo by Wiley Price



**Celebrating the
Power of Work**

MERS GOODWILL

1727 Locust Street | St. Louis, MO 63103
314-241-3464 (v) | 314-241-9348 (f)
314-241-4645 (TTY) | 314-732-1626 (video phone)
mersgoodwill.org

CARF ACCREDITATION

MERS Goodwill is CARF accredited in the following areas:
Child and Youth Services | Community Employment Services: Employment Supports |
Community Employment Services: Job Development | Community Employment Services:
Job Development (Autism Spectrum Disorder-Adults) | Employment Planning Services |
Employment Skills Training Services | Organizational Employment Services | Supported Living