



Celebrating
the
**POWER
OF WORK**

WHAT'S INSIDE

Letter

2

1895

4

1900s - 1910s

5

1920s - 1930s

6

1940s

8

1950s

10

1960s

12

1970s

14

1980s

16

1990s

18

2000s

19

2010s

20

2017

23

Client Successes

24

Board Spotlight

25

Hometown Heros

26

In The News

27

Staff, Board, Services

28

Partners & Donors

29

Financials

30

CARF Accreditation

Back Cover

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,



David Kutchback
President/CEO

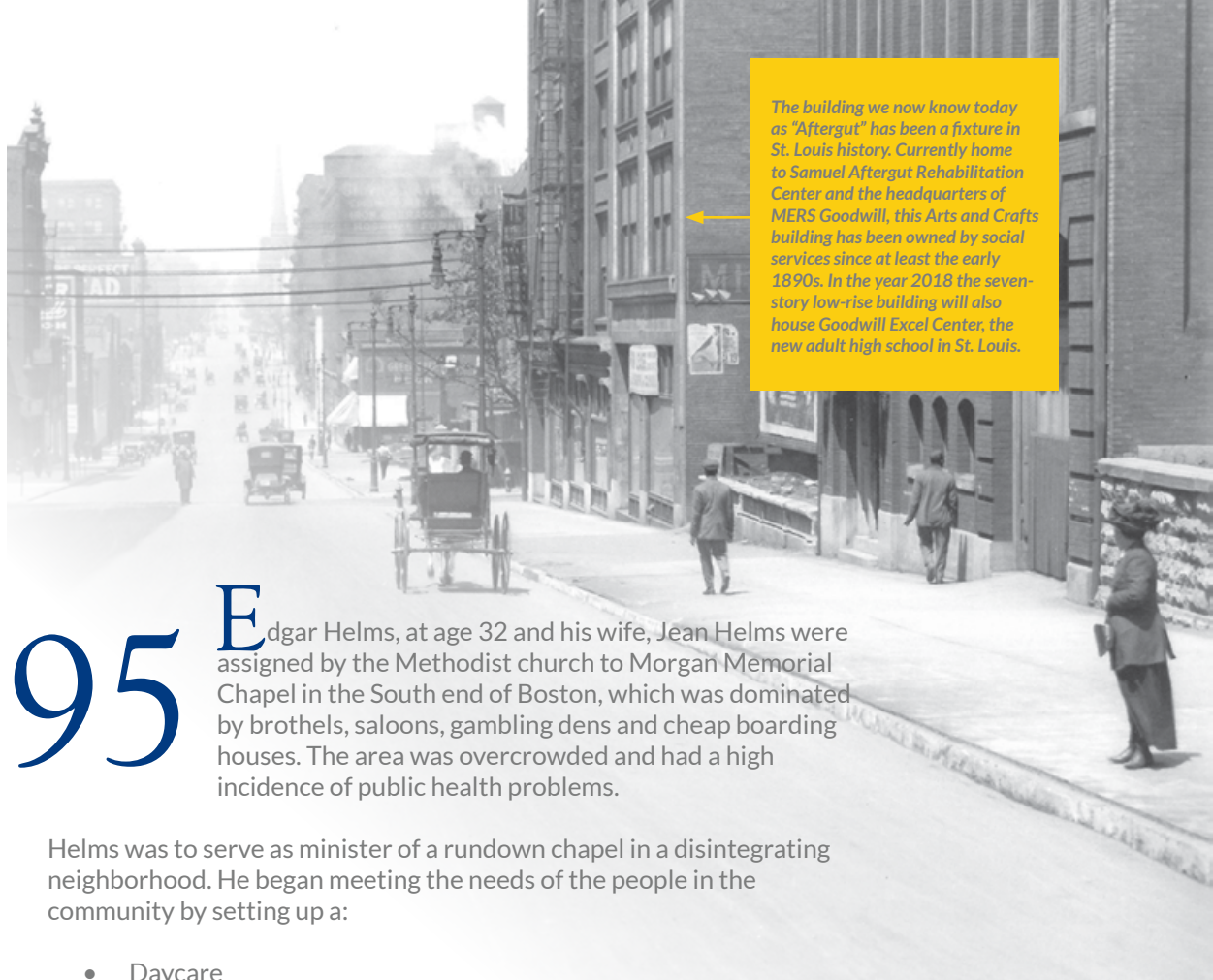


Darryl Jones
Board Chair



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.



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.

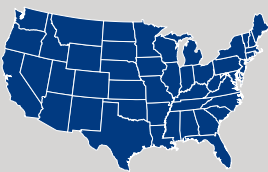
1900s - 1910s

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



48 States



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 were 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

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.

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

A four-story building at 1440 Forest Park boulevard, two special Methodist ministers, father and son, direct a factory which hires only the handicapped. They divide annual business of yet double \$400,000 in items ranging from Easter baskets to bird cages and from marionettes to millinery, and from marionettes to craftsmen. Their business philosophy is 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 see a disabled employee who has proved he can support himself in private life. The factory, a training ground for some, means a livelihood for others. This month in celebrating America celebrate a half-century of Goodwill. With 900 similar institutions throughout the country, the elimination of a dream.

In 1944, the present building was purchased. It and the adjacent property are appraised at \$800,000, and only \$38,000 remains to be paid on the debt. Because of the fires 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.

[illegible]

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

[illegible]

over in the last month. 466 employees 1950-51 fiscal year, 466 employees 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 aged and severely handicapped who are unable to obtain outside employment are retained at Goodwill.

Toys received after
are stored until the
year when a renovation
is begun for the next
Right now, we

Equipment for repairing shoes and clothing is similar to that found in private industry on a large scale. Employees will be trained to do other jobs. Matresses, as mentioned in the largest, new machine in the

WHY PAY CA

Don't Put Off Getting the Diamonds You
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.

FUN FACTS

1926

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

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

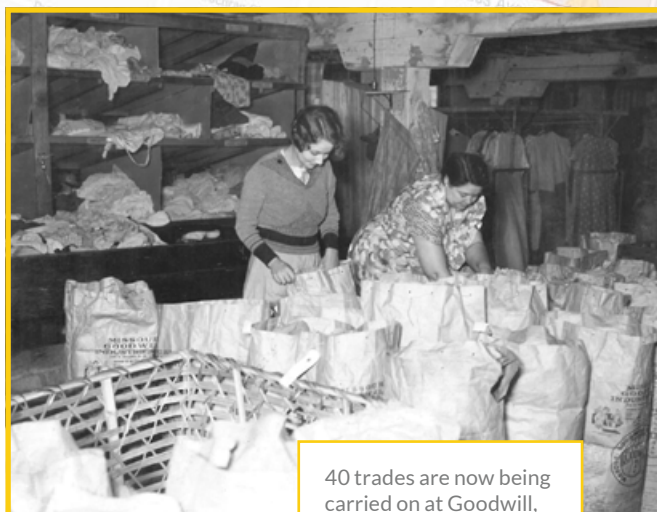
5 Retail spaces



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.



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.

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

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

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

1930

1931

1932

1933

1934

1935

1936

1937

1938

1939

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 Harshe, 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

APRIL, 1944

Vol. 13

Drive Begins For Old Clothes and Rags

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

The war has created many new uses for rags, and a much broader and heavier demand for rag materials. The primary use for rags is in the making of wiping cloths for war purposes; and due to a prolonged shortage, an immediate increase in production of rag materials has been urgently requested by the War Production Board.

Intensive Drive

To help meet the shortage and assist in filling the vast war requirements, the conservation of consumer 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 War Production Board.

ureau of Conservation, War Production Board, and operates to the benefit of the people living in our own community.

Salvaged For Wiping Cloths

All worn-out garments and rag materials which cannot be factory reconditioned are salvaged by steam and thoroughly washed and cleaned 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 organization that includes a feature of conserving consumer goods. This Goodwill method is approved by the War Production Board and is requested and encouraged by the War Production Board.

NO DEMAND FOR NATION'S MAN

It is recognized by the War Production Board that work done by the nation's men and women is the only way to win the war. The War Production Board is not interested in the physical disabilities of men and women.

ST. LOUIS POST-DISPATCH FINAL

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

ST. LOUIS, SATURDAY, MARCH 25, 1945—14 PAGES

PRICE 3 CENTS 5/10/45

ANS BATTLE TO HOLD ALONG UPPER DONETS

Fighting in Nazis Keep Up Attacks in German News Agency Reports Casualties and Servicemen Taken.

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

Committee Majority Leaders Proposed to Make King Peter to Pay a Bonus to Paul.

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 House of Blues - 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.



Drop-off box and pickup truck

Goodwill INDUSTRIES

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.

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.



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.

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

1945

1946

1947

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 chiefs 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 develop 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.

41 Sun., Nov. 12, 1950 110 TONS OF CLOTHING COLLECTED BY SCOUTS

Discarded Apparel Will Be Reconditioned,
Sold by Goodwill Industries.

A total of 110 tons of discarded clothing was collected by Boy Scouts in visits to city and county

Adult volunteer leaders of Taum Sauk District will hold their annual meeting next Tuesday at the Masonic Hall in Bellevue, Mo.

Clark Trails District's annual

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



Orson L. Curtis is elected to serve as President.

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

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

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.

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.

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. ROBBIE MCCARTHY, MRS. M. M. JENKS, MRS. IRA E. WRIGHT JR. AND MRS. JOHN L. HAMMER WATCH A MACHINE PRICE-TAGGING PROCESS.

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. REINHARD, MRS. NEWELL A. AUGUR AND MRS. WHITELAW T. TERRY.



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.

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

Miss Alice Hester and

FUN FACTS

1950

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

Bernard H. Sweeney elected to serve as President.

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 OF 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 1899

1960s

Swinging into the 60s, this decade was a period of tremendous expansion in JEVS' rehabilitation programs, and what would become the foundation for MERS/Missouri Goodwill's job counseling and placement programs it provides today.

Thanks to the JEVS expansion in the '60s, today MERS/Missouri Goodwill has more than 15 different programs that help people get to work.

Like the 1950s, the '60s was another successful decade for strong community partnerships that are still relevant today, which were established in part by the promotional efforts of the Ladies Auxiliary club.



**LIPPMAN CENTER:
WHO WAS BYRON LIPPMAN?**

Byron Lippman was a major contributor to the Jewish Educational Vocational Services program, now known as Metropolitan Employment and Rehabilitation Services-Missouri Goodwill. He helped to purchase the property at 2545 South Hanley Road, which was donated to the group.



Chester L. Thomas elected to serve as President.

Members of the Women's Auxiliary of the Goodwill Industries host a benefit called "An Old Treasure Shop."

University City store opens

The eighteenth Missouri Goodwill Industries store opens in Kirkwood

Through extensive fund-raising efforts and governmental assistance, JEVS purchases and renovates the Lippman Center. The agency named that branch the Byron S. Lippman Counseling and Rehabilitation Center. Today, the Lippman Center houses Goodwill's Autism Employment Center.

THIS IS YOUR GOODWILL INDUSTRIES

From its humble origins in Boston in 1902, your Goodwill Industries has grown steadily in its services 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 of modern structure in addition to the several smaller buildings.

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

GOODWILL INDUSTRIES

4140 FOREST PARK BLVD. ST. LOUIS, MISSOURI 63108

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."

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 "pay 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.



WHAT GOODWILL HAS ACCOMPLISHED for the handicapped in our area is a matter of public record. More than 100,000 physically handicapped persons have been helped. A tremendous job for the handicapped but a bigger one lies ahead as we forward to serve many of the applicants on our waiting list.



FUN FACTS 1968

Individuals served	1,670
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 in its loss. In the United States today, there are millions of men and women who are disabled because of a physical injury.

Advances are responsible for the disabled when better ones are available... plants to produce electric power. But, the disabled, used or neglected. Our states that we must preserve human life.

REHABILITATION THROUGH TRAINING

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

Indicated to help for the handicapped of our community, regardless of race, Goodwill trains and rehabilitates the sick by providing careful employment when in most. Faith and courage are return check.



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 Handicap" logo.

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

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

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

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.

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.

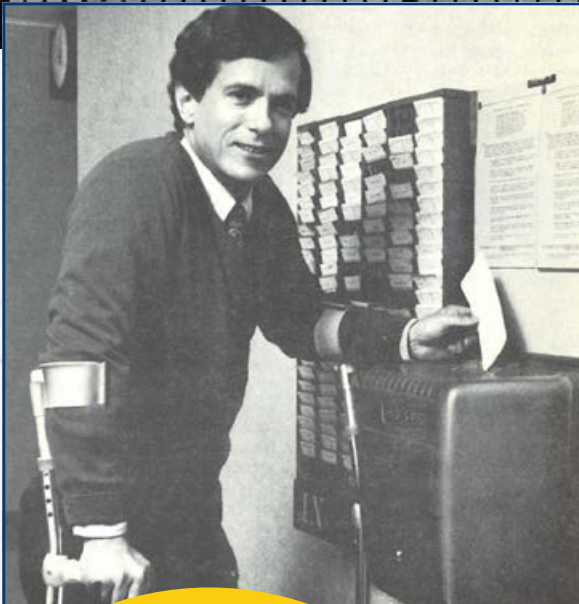


Jimmy Carter elected to serve as 39th president of the United States.

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.

MERS GOODWILL

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.

Handicapped Learn Job Skills

Emphasis:
Productivity

By Barbara B. Buchholz
Of the Post-Dispatch Staff

For a long time, Randy Wilkerson said, he had no hope of finding a job. He was unemployed, had only a high school education and had a severe visual disability. Wilkerson said the combination made it difficult for him to learn a skill he could translate into a job.

But now, at age 28, Wilkerson said he has found hope—and even has begun to dream.

The reason is an on-the-job food service training program run by Missouri Goodwill Industries. As part of the program, Wilkerson is learning to set tables, prepare food and wash dishes, jobs and parts at the Salad Bowl restaurant, 2601 Lindbergh Boulevard. If his work is satisfactory and the restaurant has an opening, he will be considered for a permanent job, said his temporary boss, Herbert R. Seving, its director and manager.

But even if Wilkerson isn't hired by the Salad Bowl, his prospects for job placement elsewhere are far better than they were.

The food service program is the latest addition to the national Goodwill Industries of America's "Project With Industries" program. PWI is a three-year-old attempt by the non-profit organization to make individuals with disabilities productive members of the private industry.

So far, 15 Goodwill agencies nationwide participate in the food program and another PWI program that teaches custodial and housekeeping skills.

Of all the agencies, Missouri Goodwill has had the greatest success with its program, said Jeff Foley, skills training coordinator at the agency here.

"We've helped more trainees gain private industry jobs than any other



Robert Perkins, left, washes dishes and Randy Wilkerson prepares food at the Salad Bowl.

job," Foley added. "Of the 16 who were trained last year in the larger custodial program, 12 found permanent employment."

While other St. Louis agencies also train or hire disabled people, they do not combine classroom instruction with on-the-job training in private industry the way Goodwill does, Foley explained.

The Goodwill programs consist of 18 weeks of classroom and on-the-job training. Each month, four new trainees enter the food program and 10

in the classroom, trainees attend short lectures, participate in discussions and view films.

Trainers work at participating businesses from Monday through Thursday. On Fridays, they meet at Goodwill to discuss their workweek.

"Five area restaurants participate in the food program," said Foley, "and three hospitals are involved in custodial training. But we're expanding. Just last week, five additional restaurants expressed interest in joining the food program."

Under a grant the national Goodwill organization received from the Department of Labor, trainees receive a minimal salary from their local

Goodwill agency. But more important, said Foley, they receive feedback from their temporary employers. The employers make no commitment, however, to hire trainees after a work session ends, Foley added.

Both PWI programs represent a shift in attitude by the national Goodwill organization. Before 1974, Goodwill generally employed disabled people at its regional offices for their food.

"But we realize that we need to work in the field to make their

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 MISSOURI 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.



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

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.

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



United Way
of Greater St. Louis



Jewish
Federation
Service

Winter 1990

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 vision have given impetus to the work that is done here. The staff of nearly 100 employees is a mix of nearly 20 different ethnicities.



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 we do, secondly, to raise funds to support our programs.

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.



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.

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

1990

1991

1992

1993

1994

1995

1996

1997

1998

1999

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.



Phileasa 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.

2000

2001

2002

2003

2004

2005

2006

2007

2008

2009

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
in sales **MILLION**

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

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.



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.

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.
1318 Riverside Drive
St. Louis, MO 63103
800-368-3688
www.goodwillind.com



Agents for:
American Red Cross
Gallop
Zipline Relief
World's Leading Food Bank
Habitat for Humanity
Senior Center
Cancer Research

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

3 Years

CARF accreditation received

For the 2017 Earth Day donation drive,

20,000

pounds of donated items were collected

\$30,000

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



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

4 new stores open totaling

61,450 sq ft

which is over

37,450 sq ft

larger than the original 13th & Tyler location.

Mark Morgan

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

162

Goodwills operate throughout the United States

29,000

people placed in jobs

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.

25



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."

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

Philesa 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

Darryl Jones

Chairperson

Michael Iskiwitch

1st Vice Chairperson

Christopher Tabourne

2nd Vice Chairperson

Barry Ginsburg

Treasurer

Elliot Zucker

Assistant Treasurer

James Mosqueda

Secretary

Elizabeth Green

Assistant Secretary

DIRECTORS

Edda Berti

Melissa Brickey

Judith Gall

Scott Howze

Paul Kravitz

Kraig Kreikemeier

Gerald Kretmar

Robert Lefton

Louis Loebner

Harry Moppins, Jr.

Joan M. Newman

George Philips

David Pickerill

Lynn Rothbarth

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 Stoliar
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.

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

The Excel
Center





**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