

2020



ANNUAL REPORT  
2019

MERS/MISSOURI GOODWILL INDUSTRIES INC.



As we turned the page  
on 2019, we entered a  
world unrecognizable  
to many generations.

Life, all around the  
world, has been put on  
hold for an unpredicted,  
catastrophic virus.



## Goodwill is no stranger to trying times.

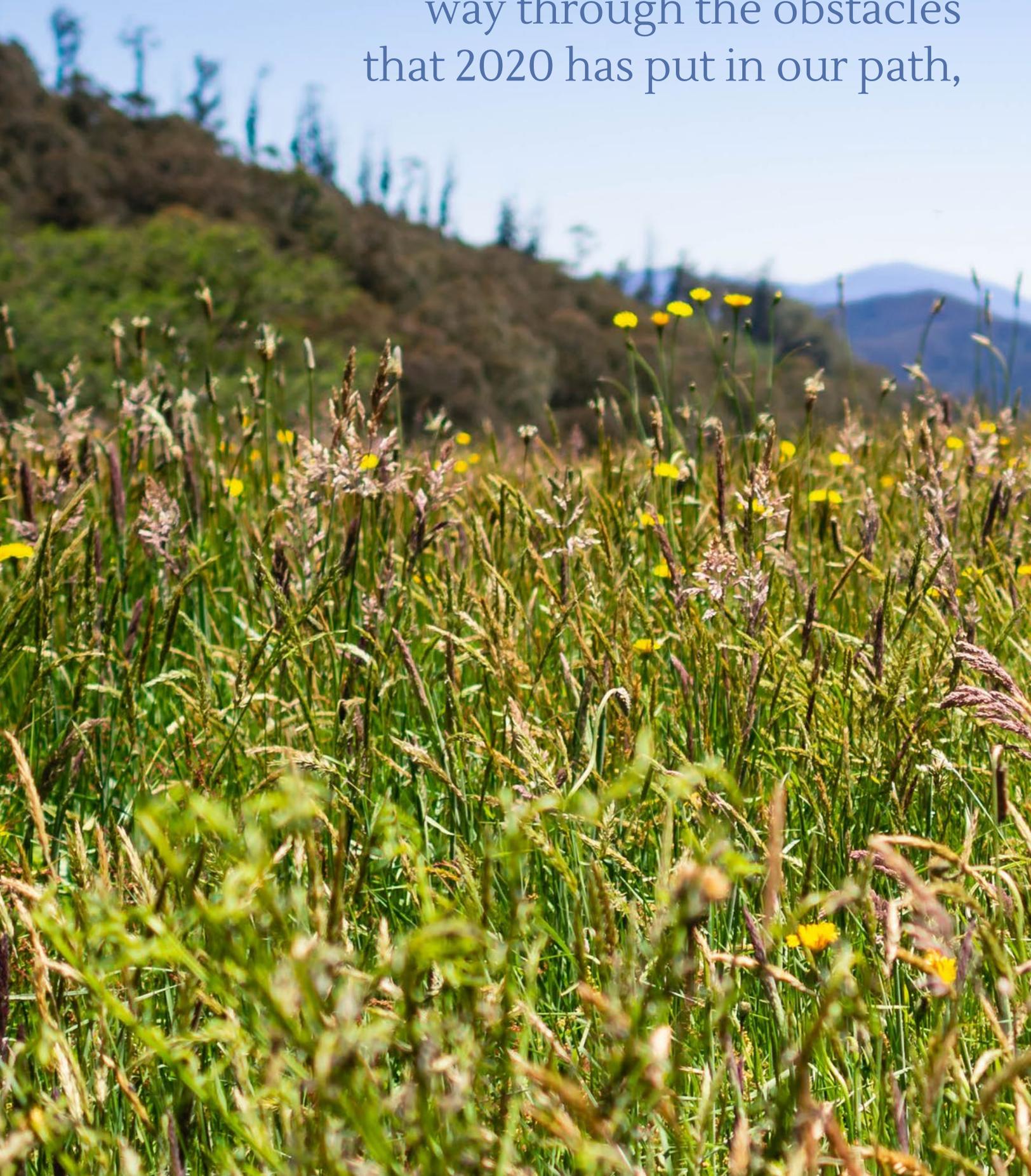
In 1918, Goodwill Industries embarked on the journey to establish their name in St. Louis, in the midst of the Spanish Flu and the conclusion of World War I.

In 1943, the Missouri Goodwill headquarters & operations 713 Howard location building burnt to the ground. The following year, 1944, Missouri Goodwill responds to the second World War, collecting clothes and rags during this time of shortage.

## Our foundation is rooted deep in imbalance, hardship, and a call for service.

Through it all, MERS/ Missouri Goodwill continued to trek up the mountain of adversity; in order to pave the road for independence, character, training, work, shelter, food and equity.

Goodwill is still making its way through the obstacles that 2020 has put in our path,



but we will  
not stop in the  
face of calamity.

## We are so proud

of our staff, our  
community, and our  
donors to be able to  
provide the support  
to our 44 retail stores  
spanning 93 counties  
in Missouri and Illinois.

This support directly  
aids the 47 career  
centers serving over  
28,000 individuals in  
our neighborhoods.

## We hear the call

and we are ready to  
honor our mission now  
more than ever:

*Changing  
Lives* through  
the  
**POWER  
OF WORK**

## 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

**LARRY JOHNSON**,  
Vice President,  
Information Technology

**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,  
Workforce Development 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

## 2019 BOARD OF DIRECTORS

### OFFICERS:

**MICHAEL ISKIWITCH**,  
Chairperson

**TANI WOLFF**,  
1st Vice Chairperson

**DARRYL JONES**,  
2nd Vice Chairperson

**ELLIOT ZUCKER**,  
Treasurer

**GEORGE PHILIPS**,  
Assistant Treasurer

**EDDA BERTI**,  
Secretary

**GERALD KRETMAR**,  
Assistant Secretary

### DIRECTORS:

**JUDITH GALL**

**BARRY GINSBURG**

**ELIZABETH GREEN**

**DORIAN HOBBS**

**SCOTT HOWZE**

**PAUL KRAVITZ**

**KRAIG KREIKEMEIER**

**ROBERT LEFTON**

**LOUIS LOEBNER**

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**JAMES MOSQUEDA**

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**LYNN ROTHBARTH**

**KENNETH SALKY**

**BARRY SHARON**

**JAY SUMMERVILLE**

**CHRISTOPHER TABOURNE**

**QUENTIN WILLIAMS**

**JULIE ZUICK**

# 2019 in Review

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**New Excel Center in Springfield proving popular for adults seeking high school diploma**

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**MERS Goodwill Bridgeton Outlet anniversary celebration**

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**Goodwill Earth Day donation drive**

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**Adult high school to open in Columbia Tribune building**

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**'I've Been Waiting On This Day': Goodwill Adult High School Graduates 1st Class In St. Louis**

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**Springfield Goodwill Excel Center hosts first graduation ceremony**

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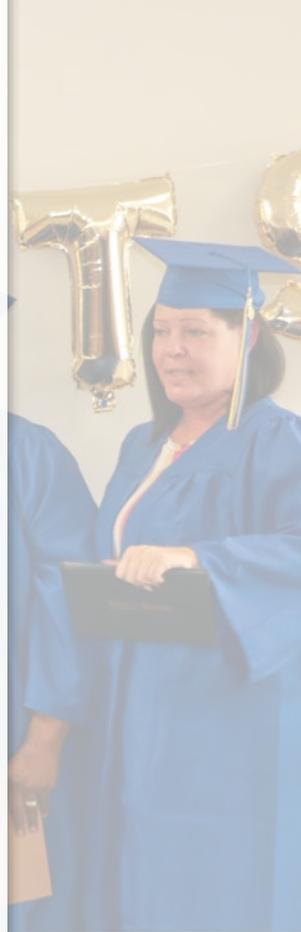
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**No More Plastic Bags At MERS Goodwill**

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**Missouri Rehabilitation and Employment Group teams up with MERS Goodwill to boost employment services**



## COMMUNITY PARTNERS AND MAJOR FUNDING SOURCES

United Way of Greater St. Louis  
Michelle Tucker

Missouri Division of Vocational Rehabilitation  
Tim Gaines

Illinois Department of Human Services  
Lisa Brink

Department of Veterans Affairs  
Corliss Strathearn

St. Louis County Office of Productive Living Services  
Becky Herschbach

St. Louis Office for DD Resources  
Dick Goldbaum

Missouri Department of Corrections  
Anne L. Precythe

Southeast Missouri Workforce Development Board  
June O'Dell

Jewish Federation of St. Louis  
Brian Herstig

St. Charles County Department of Workforce Development  
Scott Drachnik

Mid-America WIB  
Debra Moore

Madison-Bond WIB  
David Stoecklin

Developmental Disabilities Resource Board  
Peg Capo

Office Of Job Training Programs

Jefferson-Franklin Counties  
Michael Ravenscraft

Missouri Family Support Division  
Patrick Luebbing

Missouri Department of Health and Senior Services  
Michael Brewer

Mildred Simon Foundation  
Joan M. Newman

Northeast Missouri Workforce Investment Board  
Brandi Glover

21st Judicial Circuit Court, Juvenile Division  
Ben Burkemper  
Family Court Administrator

22nd Judicial Circuit Court, Juvenile Division  
Judge David Mason

St. Louis City Department of Public Safety  
Charlene Deeken

Goodwill Industries International  
Stephen Preston

Greater St. Louis Community Foundation  
Amelia A.J. Bond

Missouri Department of Mental Health  
Keith Schafer

St. Louis Community Development Agency  
Alana Green

St. Louis Mental Health Board  
Jama Dodson

St. Louis Youth Jobs  
Hillary Frey

U.S. Department of Labor/ETA  
Domonique Bell

# FINANCIALS

## PUBLIC SUPPORT

Contributions of inventory	\$72,448,411
Associated organizations	664,839
Other contributions	1,861,120
<b>Total Public Support</b>	<b>\$74,974,370</b>

## REVENUE

Store and salvage	\$74,418,216
Contract services	7,383,604
Employment and training	30,083,762
Sheltered workshop	1,065,001
Other program services	750,163
Investment income (gain)	3,737,523
Change in value of beneficial interest in trust	219,357
Miscellaneous	282,755
<b>Total Revenue</b>	<b>\$117,940,381</b>

**Total Public Support & Revenue** **\$192,914,751**

## EXPENSES

<b>PROGRAM SERVICES</b>	
Stores and salvage	\$136,714,638
Contract services	6,404,534
Employment and training	29,010,918
Sheltered workshop	992,614
Other services	\$796,586
<b>Total Program Services</b>	<b>\$173,919,290</b>

<b>SUPPORTING SERVICES</b>	
Management and general	\$7,204,048
Fundraising	2,458,309
<b>Total Supporting Services</b>	<b>\$9,662,357</b>

**Total Expenses** **\$183,581,647**

**Change in Net Assets Before Gain on Sales/Merger** **\$9,333,104**

Gain on Sale - Building 4,111,261

Excess Assets/Liabilities - Merger 186,847  
**Change in Net Assets** **13,631,212**

**Net Assets, Beginning of Year** **\$75,450,920**

**Net Assets, End of Year** **\$89,082,132**

## ASSETS

<b>CURRENT ASSETS</b>	
Cash and cash equivalents	\$2,694,238
Accounts receivable, net	10,659,266
Promises to give	578,839
Inventories	3,198,456
Prepaid expenses	419,130
Investments	20,512,007
<b>Total Current Assets</b>	<b>\$ 30,061,936</b>

Other assets	\$-
Beneficial interest in trusts, at fair value	1,457,384
Property and equipment, net	77,960,919
Construction in progress	1,781,460
Investments, at fair value	68,443

**Total Assets** **\$119,330,142**

## LIABILITIES & NET ASSETS

<b>CURRENT LIABILITIES</b>	
Bank Overdraft	\$-
Current maturities of long term debt	250,674
Line of credit	8,778,665
Accounts payable	3,798,872
Accrued expenses	5,027,082
Deferred revenue	285,884
<b>Total Current Liabilities</b>	<b>18,141,177</b>

Long-Term Debt, Less Current Maturities	12,106,833
<b>Total Liabilities</b>	<b>\$30,248,010</b>

### Net Assets

Without donor restriction	\$86,935,876
With donor restriction	
Time-restricted for future periods	688,872
Perpetual in nature	1,457,384
	<b>2,146,256</b>

**Total Net Assets** **\$89,082,132**

**Total Liabilities & Net Assets** **\$119,330,142**

## INDEPENDENT AUDIT FIRM

Brown Smith Wallace | 6 CityPlace Drive, Suite 900 | St. Louis, MO 63141

# DONORS

Mary Kay Beiermann  
Mark and Barbara Bernstein  
Commerce Bancshares Foundation  
Mark & Dorothy Crinnion  
Emerson Charitable Trust  
Enterprise Holdings Foundation  
Fischer-Bauer-Knirps Foundation  
Justin & Erica Garleb  
Vince Grisham  
William N. Hall  
JM Family Enterprises  
Florissant Valley Memorial VFW  
Denise K. Johnson  
J.W. Kisling & Mildred A. Kisling  
Charitable Foundation  
Robert R. Lynn  
Rowena McClinton  
Tracie Nelson  
Joan M. Newman  
Carol S. Pessin  
Estate of Martha A. Reed  
Vincent A. Schillizzi, Jr.  
Mildred, Herbert, & Julian Simon  
Foundation  
St. Louis Community Foundation  
James E. Stinson  
Jerry Stoliar  
Jeff Tacina  
James Terry  
Alan Charles Wahl Trust  
Margaret Williams & Philip George

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!

## OUR MISSION

*Changing lives through the  
power of work.*



## OUR VISION

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



## OUR VALUES

*Diversity  
Integrity  
Passion  
Professionalism  
Respect  
Responsibility*



*Look  
for the helpers.  
You will always  
find people  
who are helping.*

Fred Rogers

MERS Goodwill is CARF accredited in the following areas:

Community Employment Services:

Employment Supports

Employment Supports  
(Autism Spectrum Disorder-Adults)

Job Development

Job Development  
(Autism Spectrum Disorder-Adults)

Employment Planning Services

Employment Skills Training Services

Organizational Employment Services

Supported Living

MERS Goodwill

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St. Louis, MO 63103

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314-241-4645 (TTY)

314-732-1626 (video phone)

[www.mersgoodwill.org](http://www.mersgoodwill.org)