


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.

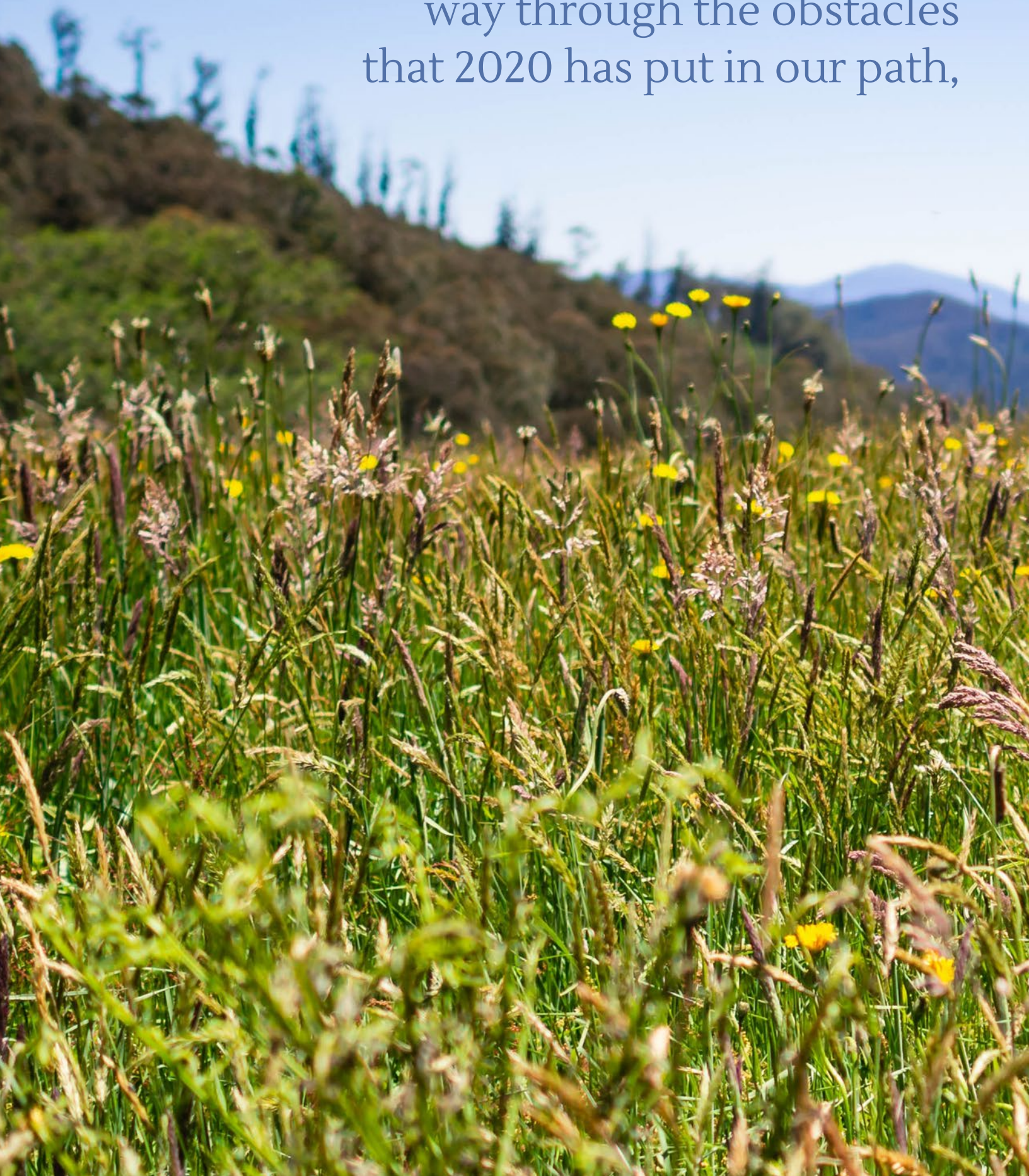
In 1918, Goodwill Industries embarked on the journey to establish their name in St. Louis, in the midst of the Spanish Flu and the conclusion of World War I.


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

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JUDITH GALL

BARRY GINSBURG

ELIZABETH GREEN

DORIAN HOBBS

SCOTT HOWZE

PAUL KRAVITZ

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LOUIS LOEBNER

CARLA MOORE

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JOAN M. NEWMAN

DAVID PICKERILL

LYNN ROTHBARTH

KENNETH SALKY

BARRY SHARON

JAY SUMMERVILLE

CHRISTOPHER TABOURNE

QUENTIN WILLIAMS

JULIE ZUICK



2019 in Review

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

**MERS Goodwill Bridgeton Outlet
anniversary celebration**

Goodwill Earth Day donation drive

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



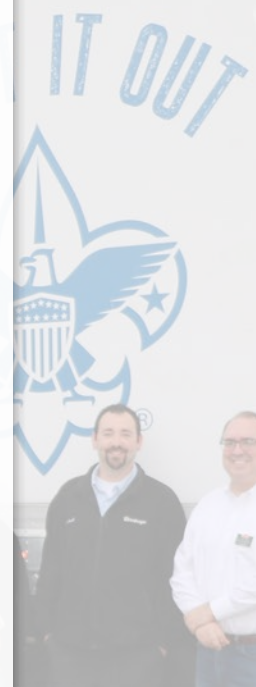
**'I've Been Waiting On This Day':
Goodwill Adult High School
Graduates 1st Class In St. Louis**

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

No More Plastic Bags At MERS Goodwill



**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 Family Support Division
Patrick Luebbering

Missouri Division of Vocational Rehabilitation
Tim Gaines

Missouri Department of Health and Senior Services
Michael Brewer

Illinois Department of Human Services
Lisa Brink

Mildred Simon Foundation
Joan M. Newman

Department of Veterans Affairs
Corliss Strathearn

Northeast Missouri Workforce Investment Board
Brandi Glover

St. Louis County Office of Productive Living Services
Becky Herschbach

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

St. Louis Office for DD Resources
Dick Goldbaum

22nd Judicial Circuit Court, Juvenile Division
Judge David Mason

Missouri Department of Corrections
Anne L. Precythe

St. Louis City Department of Public Safety
Charlene Deeken

Southeast Missouri Workforce Development Board
June O'Dell

Goodwill Industries International
Stephen Preston

Jewish Federation of St. Louis
Brian Herstig

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

St. Charles County Department of Workforce Development
Scott Drachnik

Missouri Department of Mental Health
Keith Schafer

Mid-America WIB
Debra Moore

St. Louis Community Development Agency
Alana Green

Madison-Bond WIB
David Stoecklin

St. Louis Mental Health Board
Jama Dodson

Developmental Disabilities Resource Board
Peg Capo

St. Louis Youth Jobs
Hillary Frey

Office Of Job Training Programs

U.S. Department of Labor/ETA
Domonique Bell

Jefferson-Franklin Counties
Michael Ravenscraft

FINANCIALS

PUBLIC SUPPORT

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

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 |
| Total Revenue | \$117,940,381 |

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

ASSETS

| | |
|-----------------------------|----------------------|
| CURRENT ASSETS | |
| 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 |
| Total Current Assets | \$ 30,061,936 |

| | |
|--|------------|
| 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**

EXPENSES

| | |
|-------------------------------|----------------------|
| PROGRAM SERVICES | |
| 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 |
| Total Program Services | \$173,919,290 |

| | |
|----------------------------------|--------------------|
| SUPPORTING SERVICES | |
| Management and general | \$7,204,048 |
| Fundraising | 2,458,309 |
| Total Supporting Services | \$9,662,357 |

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**

LIABILITIES & NET ASSETS

| | |
|--------------------------------------|-------------------|
| CURRENT LIABILITIES | |
| 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 |
| Total Current Liabilities | 18,141,177 |

| | |
|---|---------------------|
| Long-Term Debt, Less Current Maturities | 12,106,833 |
| Total Liabilities | \$30,248,010 |

| | |
|------------------------------------|------------------|
| Net Assets | |
| Without donor restriction | \$86,935,876 |
| With donor restriction | |
| Time-restricted for future periods | 688,872 |
| Perpetual in nature | 1,457,384 |
| | 2,146,256 |

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.*



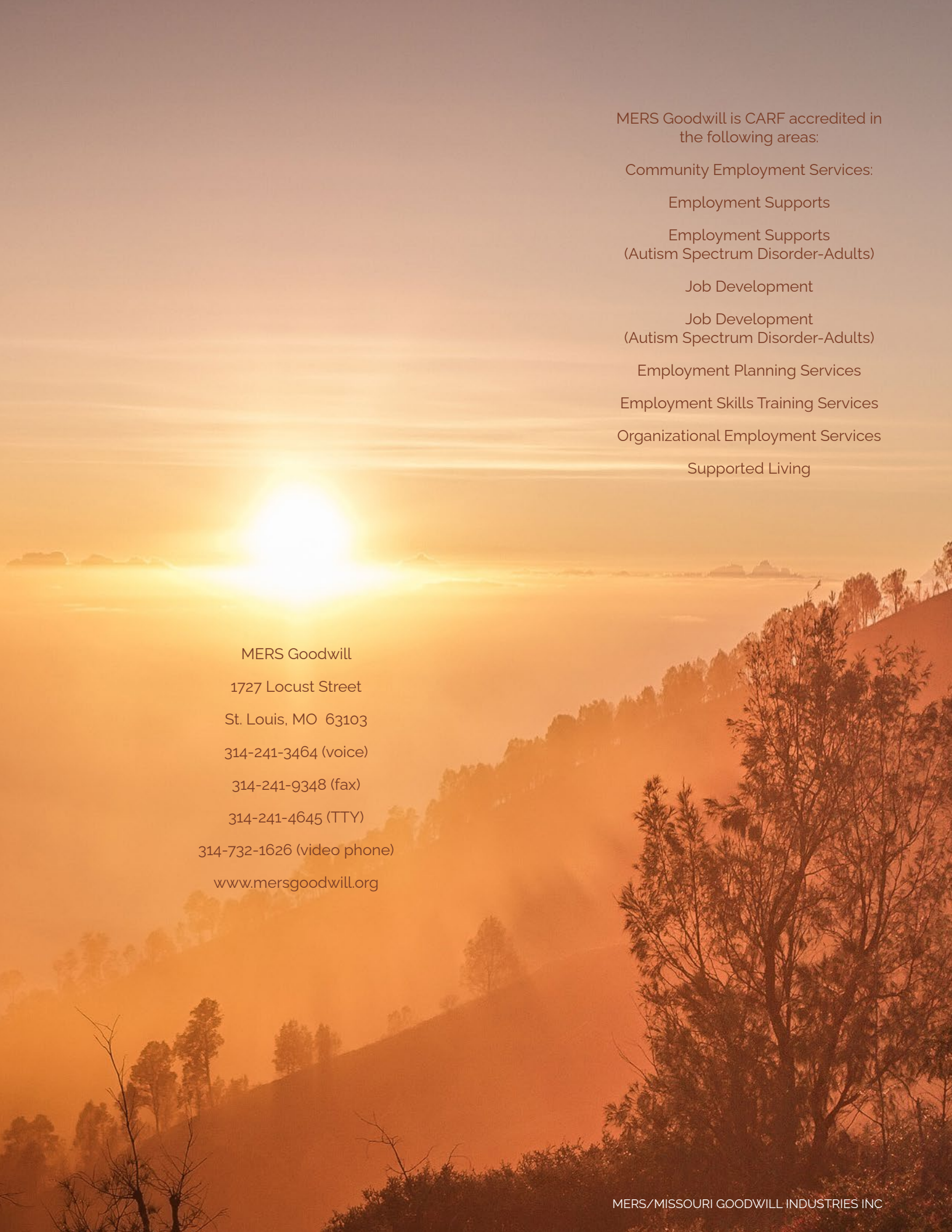
OUR VALUES

*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
1727 Locust Street
St. Louis, MO 63103
314-241-3464 (voice)
314-241-9348 (fax)
314-241-4645 (TTY)
314-732-1626 (video phone)
www.mersgoodwill.org