Goodwill

goodwill

Industries of Alberta

2022 ANNUAL REPORT 60 YEARS OF GOOD







AR.GOODWILL.AB.CA



Since 1963, Goodwill has helped provide meaningful employment for those with disabilities and barriers to the workforce. From the very first Goodwill store on 103rd avenue in downtown Edmonton, to more than a dozen retail stores across Alberta, Goodwill is striving to make a positive impact in our province.

For 60 years, Goodwill is providing opportunity, service and GOOD.

A Message from Leadership



Annual Message from our President & CEO Dale Monaghan

For 60 years, Goodwill has played an impactful role in our province, in our community and across the province, providing people with the opportunity to enhance their lives through the power of work and the dignity of a job.

Our journey in 2022 was momentous and groundbreaking, and we are proud to share the progress made in achieving our goals and advancing our mission. Goodwill has remained steadfast in our commitment to excellence, making a positive impact in the communities we serve.

To strengthen our operations for future years, focusing on people, profit with purpose and the planet, the foundation was laid for a new logistics centre of operations to support our growing social enterprise in Calgary. This development was the beginnings of the amazing Calgary Impact Centre, with plans to open in April of 2023. We are so proud and excited to open an amazing centre of excellence within one of Canada's most incredible cities!

Through a commitment of continuous improvement, Goodwill focused on optimizing every aspect of the organization, from donations, to the shopping experience, resulting in more opportunities for our mission, partners and community members. Thanks to this optimization strategy, new milestones were achieved, including, posting a record for store transactions... with over 1.5 million transactions being processed in our retail stores.

Waste diversion continues to be a priority, as Goodwill increased the waste diversion rate from landfills to 87%. A rate that is unheard of by industry standards, yet we will not sit and marinate in this success, we will advance and become better and better.

Providing support for the mission portfolio also continues to grow, with an increase to 91¢ of every dollar spent at Goodwill, being invested into mission development programs. Our Mission Impact portfolio continues to innovate, by introducing a brand-new program, the Employment Inclusion Accelerator, with a target of providing support and coaching to employers who seek to hire people with disabilities or barriers.

As we celebrate our history of 60 years of GOOD, we move forward with a mindset of "each day we get better and better." We are excited about the opportunities that lie ahead and the potential for continued growth and progress. We are committed to building on our successes and working towards even greater achievements in the coming year.

From the very first Goodwill store we opened in 1963, on 103a Ave in downtown Edmonton, to what is now 27 stores and donation centres across Alberta, thank you to our 1.5 million shoppers, over 750,000 donors, nearly 1,000 team members and countless volunteers who continue to make such a profound difference.

Thank you for your ongoing support of Goodwill and for your commitment to our mission of supporting those with disabilities or barriers to find and gain meaningful employment. Together, we can make a positive impact in Alberta and together we can continue to catch excellence!



A Message from Leadership



Annual Message from our Board Chair Kevin MacDonald

As I end my term as Chair of the Board of Directors, I would like to take a moment to reflect on our accomplishments over the past year and express my gratitude and pride for the opportunity to serve this esteemed organization. It has been a privilege to serve on the board since 2015 and as the Board Chair since 2018, and I am proud of the progress we have made during this time.

With 60 years of inspiring history, Goodwill continues to achieve and be recognized as an award-winning organization. We were honoured in 2022 to receive a national Clean50 award for our Sustainability Action Plan. This action plan diverted over 18million kg's from landfills in 2022, with our Edmonton Impact Centre also presented with an award for excellence in Change Buildings for Climate. We are a leader in sustainability and positive environmental impact with our CEO proudly sharing our success with Goodwill CEOs from across North America.

We successfully launched a new partnership with WINhouse in Edmonton, helping women and families in need to find clothing to suit their needs. Partnerships like this provide crucial support to people in our region and we look forward to expanding our partnerships in the coming years.

Within our mission services, Goodwill @ Work has been working with organizations like Suncor and Telus to provide more employment hours for those with disabilities. Through the partnership with Suncor, over 4,000 bolt kits and 30,000 individual bolts have been serviced for use at their operational sites, while over 6,000 Telus promotional door hangars were delivered to households in Edmonton.

Throughout my tenure, I have witnessed that we lead by example, as we are guided by our core values, guiding our strategic navigation of building an incredible team of leaders across Goodwill. This is personified by our President and CEO, as he was recognized by Business in Edmonton as one of the top CEOs in the province.

As I look towards the future, I am confident Goodwill is well-positioned for continued growth and success. I am pleased to announce that Erin Skinner will be stepping in as the new Board Chair, as she will provide excellent leadership in this role. As an experienced Board Member, Erin brings a wealth of knowledge and inspiration to the role of Board Chair.

Each and every day, I share with so many people how our incredible Goodwill is changing lives for the better, strengthening families and the communities we proudly serve through the power of work and the dignity of a job. Thank you for the opportunity to serve as your Chair for the past several years. Knowing where we started, where we are at and the journey we have been on, I am charged with excitement to know the best is truly ahead of us.

It has been an honour and a privilege to work with such a talented and dedicated group of individuals.

Making a Difference with Dignity and Joy



CORE PURPOSE

We impact people and our planet for an amazing Alberta!



Vision

Goodwill will be recognized as a leader for the provision of

employment opportunities for people with disabilities and barriers to employment

through best practices in community and environmental stewardship.



Through the power of work, Goodwill provides individuals with disabilities or barriers to employment the opportunity to enhance their lives.



Brand Promise

Inspiring Albertans to make a difference!

At Goodwill Industries of Alberta, we are committed to providing an exceptional shopper and donor experience to our customers. As part of our ongoing efforts to ensure that these guidelines are up-to-date and represent who we are today and who we aspire to be tomorrow, we have updated our mission, core purpose, core values and our big impact goal. These updates will guide our actions and decisions, while serving as a foundation for our operations to provide a framework for how we support our community. Our mission defines who we are. Our core purpose is why we exist. Our big impact goal is what guides us, while our core values provide our moral compass.



THROUGH THE JOURNEY OF GOOD, WE WILL BE #1 IN ALL WE DO!

Our Mission Comes to Life

Mission Impact

Getting a job can be a transformative experience for individuals with disabilities or barriers, providing a range of benefits related to independence, financial stability, social connectedness and well-being.

Through Career Connections, a program dedicated to providing job training, employment placement, job search and employment coaching, Goodwill Industries of Alberta is helping job seekers with disabilities or barriers overcome the challenges they face in finding and maintaining employment.

With a goal towards helping more people than ever before, a new program was put in motion in 2022, called the Employment Inclusion Accelerator. This program provides support and coaching to employers who would like to hire people with disabilities and are not sure how to get started and how to ensure success. It's all about finding the right job for the right person.

In 2022, Goodwill was re-certified through the Commission on Accreditation of Rehabilitation Facilities (CARF) for another three years, until 2025. Goodwill exceeds expectations in regards to Individualized Services and Supports.

Programs like Goodwill's Career Connections, that help support the employment of people with disabilities or barriers, such as job training and placement services, are critical in helping to create a more inclusive and equitable society.



Meaningful Employment

Through a person-centered plan, over the past 60 years, Goodwill Industries of Alberta has worked with **more than 2500** employers throughout Alberta. In 2022, the Career Connections program served **227** individuals across all platforms.

With **51 NEW** graduates, this created **74 NEW** paid employment positions with Albertan enterprises, including **24 NEW** paid employment positions within Goodwill. In total, Career Connections supported **120 paid** positions for those with disabilities or barriers.









Gaining Experience

Volunteering can be a valuable pathway to paid employment, as it offers opportunities for individuals to gain new skills, build professional networks and demonstrate their commitment and work ethic.

In 2022, the Career Connections team supported **63** people, for **122** volunteer positions throughout Alberta. This amounted to **6906** volunteer hours at a value of approximately **\$145,024**.



Opportunity Accelerator

Introduced in 2021, the Opportunity Accelerator Program provides a rapid approach to finding meaningful employment for those with disabilities.

In its second year of operation, enrollment increased **44%** from 2021 to **95** people enrolled. Graduates of the program also saw a significant increase of **53%**, with **69** total graduates in 2022.



An agile employment service designed to

launch careers for those with a disability.



Goodwill @ Work is composed of micro-social enterprises that focus on creating opportunity for people with disabilities, training and sustainability. These enterprises are based out of the AMAZING Edmonton Impact Centre and include divisions for assembly of products, repairing of furniture/textiles, cleaning services and volunteer opportunities.

In the Commercial Services division of Goodwill @ Work, the team of 13 diverted 7,497 kg's of tshirts and towels from landfills by creating 5,960 Goodwill Cleaning Cloths packages. Through the partnership with Suncor, over 4,000 bolt kits and 30,000 individual bolts have been serviced for use at their operational sites. The team also assembled 1,312 solar panel kits for EECOL Electric, while 6,349 Telus promotional door hangars were delivered to households in Edmonton.

Through the repairing and upcycling of furniture in our Repair for GOOD division, Goodwill created **468 NEW** pieces of furniture, diverting **8,424 kg's** from surrounding landfills.

The We Shine Crew team is a dedicated cleaning services division supporting **3007** paid employment hours. And finally, the Goodwill Coffee Cart program created **568** volunteer hours for those with a disability.

The Goodwill @ Work team was proud to see **5** volunteers within these programs, using the gained experience to move on to paid employment, creating dignity and joy through the power of work.





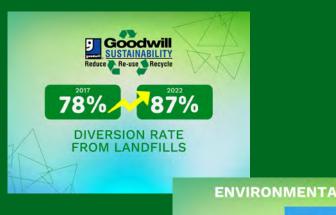
Sustainability Report

Goodwill Industries of Alberta is committed to promoting sustainability and reducing its environmental impact, while also supporting our primary mission of providing employment and job training services to individuals with disabilities or barriers.

Through a triple 'P' bottom line of people, pro t with purpose and the planet, if an item doesn't and a home through the traditional retail chain, Goodwill Industries of Alberta's Sustainability Action Plan will ensure the item gets a second chance to and a new home or be re-purposed responsibly.

This action plan is intended to be a practical guide, providing a clear road map of goals, areas of action and performance review, integrating the values of sustainability into all areas of operations and services.

The action plan resulted in Goodwill diverting **18,220,130 kg's** from local landfills in 2022. With over 20 million kg's donated to Goodwill, this means **87%** of items were diverted utilizing re-purpose, reuse, upcycle and recycle initiatives. The diversion rate is an **all-time high** for Goodwill Industries of Alberta as our organization is closing in on becoming a zero-waste operation.









Sustainable Partners

By embracing environmentally sustainable practices, Goodwill contributes more to social sustainability by creating jobs, improving community health and enhancing quality of life. Thanks to key business partners, our ideas become collaborative as we embrace our values and contribute to a brighter future in more positive ways.

Quantum Lifecycle

For a number of years, Quantum Lifecycle has helped Goodwill responsibly recycle and reuse electronics, helping the environment and contributing to our mission of helping those with disabilities or barriers to find meaningful employment. In 2022, **\$0.01 per pound** was donated by Quantum Chemical and Quantum Electronics directly to our Career Connections portfolio, generating **\$12437.47** for mission services.

This \$12437.47 provided a special surprise for one of Goodwill's longest serving team members (42 years) Andre Molik. Andre utilizes a motorized scooter to move around the workspace and was having difficulty transferring from his scooter a workplace chair, so he could perform his job-site duties. After careful assessment, it was determined that Andre required a transfer board and chair to make his transfer easier and safer. After careful research, our Mission Business Partner Kirsten Harrison found a suitable board and chair for Andre's needs. With some minor modifications to make it even more suitable and accessible for Andre, he is now able to make the transfer from his scooter to his work chair much easier. A great example of how one sustainable initiative creates a positive impact!



Calgary Throw N' Go

In early 2020, Goodwill began a partnership with the city of Calgary to have donation bins at selected Throw N' Go facilities to reduce the amount of waste going to landfills. The idea is to make a convenient resource for citizens of Calgary to dispose of unwanted items. Clothing and textiles are collected at these facilities and are then sorted and cleaned to be re-sold in Goodwill retail stores, or re-purposed into cleaning cloths or reused fibers. In 2022, **57,830 kg's** of textiles were diverted from landfills through this program.

Aquatera

Thanks to a shared vision of reducing waste going to the Grande Prairie landfill, our partnership with Aquatera Utilities Inc. is extended through to 2025. Since 2017, we have seen a dramatic decrease in the amount of tipping fees, meaning more waste is being diverted away from landfills.

This partnership extends beyond tipping fees, as Goodwill collaborates with Aquatera and the city of Grande Prairie for local Drop & Swap events aimed at repurposing textiles. According to Waste Reduction Canada, 95% of clothing and textiles that end up in a landfill can be repurposed. Items left over from the Drop & Swap are donated to Goodwill to help more people with disabilities or barriers find purposeful employment.

Re-Waste

Widespread use and disposal of plastic have led to environmental problems that threaten our planet's health and sustainability, as it can take hundreds of years to decompose. Plastics can be found in every day toys, storage containers and décor pieces and are routinely donated to Goodwill. Re-Waste in Edmonton has discovered an alternative and innovative way to divert these items from landfills. By shredding small plastic items into micro-plastic flakes, these flakes can be re-purposed into something functional.

Through collaborative efforts, Goodwill has utilized these services by creating Living Wall's and plastic wall protection within the amazing Impact Centre's in Edmonton and in Calgary. In Edmonton, **170 kg's** of plastic flakes were used in creating a living wall, while **73 kg's** of re-purposed plastic created plastic wall protection. In Calgary, **60 kg's** of plastic flakes created the Living Wall, with an additional 500 sheets of wall protection, totaling **4,535 kg's** of plastic waste diverted from landfills.



Awards and Recognition

Clean 50

The Clean50 Top Projects annually recognize those projects completed in the prior two years based on their innovation, their ability to inform, and inspire other Canadians. The Top Project of the year is then selected each year at the Clean50 Summit, from votes cast by both incoming and Alumni members of the Clean50.

Goodwill is proud to be a 2023 Delta Management Group Clean 50 Top Project for the Goodwill Impact Centre.



Business in Edmonton

Business in Edmonton magazine recognized Goodwill Industries of Alberta's leadership with a prestigious award in 2022, as President and CEO Dale Monaghan was honoured as one of the top CEO's in the Edmonton region.

Learning under quality leaders like Chief Archie Waquan, Pat Vincent and Stan Fisher, Dale has understood the value of catching excellence along the pursuit of perfection. No one is perfect, though working hard to be excellent is well within our reach.



Change Buildings for Climate

In order to reduce our GHG emissions and lessen the effects of climate change, the City of Edmonton developed a Building Energy Benchmarking Pilot program to help large building owners and operators reduce their building energy use and reduce community GHG emissions in the city.

This award honours the leadership and dedication in Edmonton's Building Energy Benchmarking Program, with a commitment to high-performing, energy-efficient buildings.



A Gear of Firsts

Thrifting Hall of Fame

Goodwill Industries of Alberta presents the best thrifters in the province! With 5 categories, we found thrifters from every walk of life. There are so many reasons why you thrift, and uncovered these unique stories with our first ever class inducted to the Goodwill Thrifting Hall of Fame!

With our inaugural class now immortalized in thrifting history, we are continuing our pursuit for the best thrifters in the province. This is a tribute and salute to the trailblazers who have revolutionized the way we think about second-hand treasures.



On National Thrift Shop Day we are took 30 thrifters across the city of Calgary to various thrift stores to shop until they drop! With four stops, you will have time to visit three Goodwill locations, and one partner non-profit thrift store: Change is Good.

Buying second-hand goods brings a new item into someone's life while simultaneously supporting Goodwill's sustainability initiatives. Last year, Goodwill Industries of Alberta diverted over 19.6 million kg from local landfills.

Second-Hand Fashion Show

On National Thrift Shop Day Goodwill hosted the first-ever Goodwill Fashion Show on Whyte Avenue. Models were made up volunteers from Goodwill's Career Connections program, a program specializing in finding work opportunities and job training for those with a disability.









A Donated Car

An SUV crashed into a Goodwill Donation Centre in south Edmonton in June of 2022. A photo tweeted by Goodwill shows an SUV just inside the donation centre, damage to the entrance, and Edmonton police officers outside.

Edmonton police told CTV News a woman in her 60s crashed into the Goodwill just before 9:30 a.m., but no injuries were reported, and the store was closed at the time.

The Edwards location at 375 91 Street was temporarily closed for 3 months for repairs, while donations were diverted to the SouthPark location at 3803 Calgary Trail NW, in Edmonton.

Premier AISH Announcement

Premier Danielle Smith made an announcement regarding AISH from Goodwill's Calgary Trail location in Edmonton.

Alberta's Assured Income for the Severely Handicapped and Persons with Developmental Disabilities (AISH) and other government benefit programs will be re-indexed starting in 2023.

AISH supports about 70,000 Albertans with permanent medical issues that prevent them from earning a living by providing a basic benefit of \$1,685 per month, according to the province.

Second-Hand BOOM

Second-hand stores like Goodwill Alberta have seen a massive increase in sales as inflation rises.

Buying second-hand has become so popular there's a term for it. It's called 'thrifting', The people who do it call themselves thrifters, and many of them are into it for more than just saving a buck.

A 2021 fashion industry report predicts 'fast fashion' will continue to grow by about 20 per cent in the next decade. The reused market is set to outstrip that, growing by 185 per cent.

Community Support



OFFICE OF THE MAYOR

PROCLAMATION

Goodwill Week - May 1-7, 2022

is Jackie Clayson, Mayor of the City of Canade Pterre, Alberta, Canada, do berelly proclaim May 1 - 7, 2022 as Gochwill Wass and Blank Grande Prairie (or supporting this organization and enhancing the lives of our althor Albertane.









PROCLAMATION

Goodwill Industries of Alberta provides people with disabilities the opportunity to enhance sheir lives through meaningful employment. [Foodwill Week highlights the inclusive and sustainable impact they have made on communities throughout the province.]

On behalf of City Council and the citizens of Calgary, I hereby proclaim May 2-8, 2022 as:

GOODWILL WEEK





Goodwill Week













Partner Recognition

Our mission begins with a donation. A donation provides an opportunity, success, innovation and so much more. With community partners who celebrate the impact a donation can make, it enables a more positive social and economic impact than ever before.

In 2022, community supporters came from across the province including various community and volunteer-led organizations. While all these partners played a significant role in helping our organization to support more people with disabilities or barriers than ever before, three organizations stood above the rest in terms of service and contributions to our mission.

WIN house

Through the **WIN** for **GOOD** project, WIN house will donate overflow donations once a month to Goodwill Industries of Alberta and in return WIN house will receive a Goodwill gift card to purchase exactly what the women and children need.



You Can Ride 2

A charitable program of Goodwill Industries of Alberta, You Can Ride 2 is an organization that offers children with disabilities the opportunity to find joy and freedom through movement by reducing barriers to riding a bike. Over 180 bicycles are modified, adapted and sent to families each year, creating new memories for families.



Winter Whyte Light Up

Career Connections volunteers and other Goodwill volunteers helped support the launch of Winter Whyte Light Up on November 22, 2022. In conjunction with Old Strathcona Business Association McIntyre Park was lit up with holiday colours to kick-off the holiday season. Goodwill supported by helping moderate the fire pits, set-up and other volunteer activities associated with the event.





Caucasian 43.2%



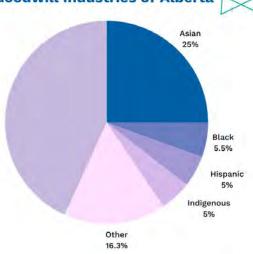
EMPLOYEE STATS

51% speak more than one language

Ethnicities at
Goodwill Industries of Alberta

Other top languages in no particular order:

> Tagalog Ukranian/Russian French Spanish Hindi/Gujarati/Punjabi







EMPLOYEE STATS

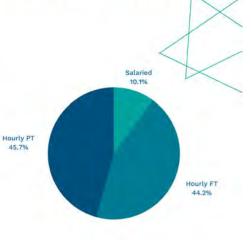
Total number of staff as of December 31, 2022:

911

Employee satisfaction rate:

89%







Board of Directors



Kevin MacDonald - Board Chair



Erin Skinner - Vice Board Chair



Jodi Tomchyshyn London



Teri Muhlbeier



Werner Pietrzyk



Steven Trottier



Leeca Sonnema



Kashmir Gill



John Panusa



B. Elizabeth Romo Rabago



Wendy Ivey



Dale Monaghan



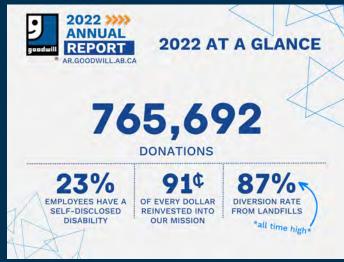
Goodwill Industries of Alberta is dedicated to providing a transparent and comprehensive overview of our non-profit organization's fiscal performance and financial stewardship. We are proud of our commitment to accountability, responsible management, and the effective utilization of resources. As a non-profit organization, our financial information serves as a testament to our mission-driven work and our dedication to serving our beneficiaries and the community at large. We invite you to join us on this journey, as we showcase our financial achievements and the positive impact they have on the causes we serve.

Thanks to the generosity of Albertans province-wide, Goodwill received 765,692 donations, of gently-used household items. These donated items contribute to a self-sustaining non-profit social enterprise, focused on creating employment opportunities for those with disabilities or barriers.

With total retail sales at \$37,518,112 Goodwill has been able to re-investment more into our mission than ever before, with **91%** being reinvested into mission programs.









Supporters

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OLD STRATHCONA BUSINESS ASSOCIATION

OMADA REALTY OPTIMIST CLUB OF BEVERLY PARKLAND COUNTY PETER LOUGHLIN PENSKE PROSITE CONSULTING LTD QUANTUM CHEMICAL QUANTUM LIFECYCLE PARTNERS QUANTUM TECHNICAL **RESULTS NOW** REWASTE ROTARY CLUB OF SPRUCE GROVE ROTARY CLUB OF ST ALBERT **ROTARY DISTRICT 5370** CHARITABLE FOUNDATION SHELL CANADA PRODUCTS SIGNARAMA COCHRANE SIGNARAMA EDMONTON SKYBLUE STRATHCONA COUNTY SUNCOR ENERGY TAMAYA TERRACE CONDO **COMPLEX** TCA DEVELOPMENTS UNITED WAY OF THE ALBERTA CAPITAL REGION UNIVERSAL SIGNS VIEWPOINT EXECUTIVE SOLUTIONS VISION CREDIT UNION WALTER & JEAN MYNDIUK WILLY'S TRUCKING SERVICES WINHOUSE WIRING BY NARAYAN LTD. YOU CAN RIDE 2

Goodwill @ Work Supporters

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SHALOMWAY CLEANING
SUNCOR ENERGY
TELUS

NEXGEN GRAFIX

Thank You

