

**"Friends of Goodwill, be dissatisfied with your work until every person in your community has an opportunity to develop to their fullest usefulness and enjoy a maximum of abundant living."**

*Reverend Edgar J. Helms  
Goodwill's Founding Father*

These words are as true today as they were 100 years ago.

I believe in the power of work and the opportunity it brings to change lives. During my 27 years at Goodwill I have had the privilege of working with countless individuals, walking alongside them as they traveled the path to personal and financial stability. Many times, they have come to us at a very low point in their life, and we help them move from that pit of despair to a place where they realize value and fulfillment. What a blessing it is to serve!

Our mission focuses on 3 pillars- Education, Job Training, and Job Placement. Let me share with you what we have accomplished in these areas in 2017.

Because having a high school diploma is critical to finding a livable wage job, in September we opened our second Excel Center in Hammond, IN. By providing adult learners the opportunity to earn their Indiana Core 40 diploma, we are sowing the seeds for financial stability for them and their families.

Along with our South Bend Excel Center, we touched over 600 students during the year, and 32 realized their dream of graduating! In the process, 100% have completed early college level courses and /or certificates in career fields such as advanced manufacturing, business operations and health technologies. Additionally, 30% of our graduates are attending college!

At the same time, our Kid's Excel worked with the pre-school age children of these students. Over 175 children received HighScope - based education as they prepare to enter kindergarten in a few years. The impact will be significant as we see entire families move ahead with their education.

Job Training has always been at the heart of the Goodwill model. We have been listening to employers, hearing their wisdom as they share what they are looking for when hiring employees. While the soft skills have always been at the center of our training, we recognize that the "extra skills" will give our folks an advantage in the job market.

In response we launched TechSTEP- a training program that provides an introduction to in-demand jobs like welding, CNC machining, forklift operations, carpentry, as well as formal certifications like CDL. Stay tuned, we have more coming in 2018!

Ultimately, all we do is geared toward having a person hear the words "you're hired!" In 2017 we worked with over 6,500 people in our Goodwill services, and 955 Goodwill alumni found employment in our communities. These are not just jobs. They are opportunities to build a better life for families and realize Rev. Helm's vision for all people to realize a "maximum of abundant living".

**"Because we believe in the power of work"**

**Debie M. Coble**  
President and CEO  
Goodwill Industries of Michiana

## Our Mission

**"To strengthen communities by empowering individuals and families through education, training and job placement."**

**955** People found jobs  
**6,496** People assisted through Goodwill services  
**86** Veterans Served



**621** Students enrolled  
**32** CORE 40 Degrees earned  
**100%** Completed dual college / certificates

**\$.87** of Every Dollar invested in mission services\*  
**\$36M** in Revenue\*  
**1,000** weekly paychecks issued\*  
**\$18M** in wages reinvested in our communities\*

\* Goodwill and Goodwill LEADS combined



**1M** Donations received  
**30.3** Tons of "Stuff"  
**22** Tons diverted from landfills

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