

Seattle Goodwill Industries is a 501(c)(3) nonprofit organization committed to job training and education.

We strive for efficiency with the resources you entrust to us. This year 79% of our expenditures, after costs of the retail program which provides major job funding, was spent on job training and education classes and services. Thank you for being partners in our efforts in positively changing lives.

Financial Information	Fiscal Year 2016-2017
Sale of goods	109,635,264
Expenses related to collecting, processing and sale of goods	(101,624,676)
Net proceeds from retail thrift stores	8,010,588
Financial contributions from individuals, corporations, foundations and government grants	3,344,073
Other income (including investments, interest and dividends)	1,209,083
Total funding with philanthropy and other income	12,563,744
Job training and basic education classes and services	11,851,443
Management and general expenses	2,426,115
Fundraising expenses	711,510
Total non-retail expenses	14,989,068
Increase/(decrease) in net assets**	(2,425,324)
<u>Percent spent on job training and education, fundraising and management and general</u>	
Job training and basic education classes and services	79.1%
Management and general expenses	16.2%
Fundraising expenses	4.7%
Total	100%

** In a changing retail and wage environment, Goodwill chose to fund job training services at similar levels to last year, which required us to use a portion of our reserves. Seattle Goodwill is financially solid with reserves built over 10+ years of strong performance across the organization.