

Creating OPPORTUNITIES



A Publication of Easter Seals Goodwill Industries

Spring 2017

From the Desk of Rich Borer

Are you ready to think differently? Charities across the country are pondering all the big changes that lie ahead in the new administration and what they mean for fundraising, tax policy, spending, immigration, regulation, advocacy efforts, and so much more. Many nonprofits whose programs for low-income families and those with disabilities are based on funding from the federal government and have been forced into a wait-and-see-mode.

We at Easter Seals Goodwill Industries share these concerns as well as other major paradigm shifts affecting our social enterprise. These include unprecedented cuts in state funding because of Connecticut's terrible financial condition, retail brick and mortar stores in the fight of their lives from online retailers, the increase in the minimum wage and the potential elimination of Section 14(c) of the Fair Labor Standards Act. Cutting government spending on programs like workforce development, disability services and affordable housing would dramatically affect the at-risk and vulnerable populations we serve.

Nonprofits that provide human services are particularly concerned and fear funding cuts could translate to sweeping reductions to initiatives such as job counseling, support services and health care services for low-income

families and education for individuals with disabilities.

Goodwill and many of those we serve are entering a major transition point, moving into a world of competitive integrated employment. Our new strategic plan focuses on thinking differently. We plan to fully utilize our retail and donation centers to provide on-the-job training and employment for people with disabilities and other barriers to finding employment. Revenue from the sale of those donated goods goes directly toward supporting and growing critical community based services and other employment related supports.

During these changing times for families and individuals with disabilities and barriers to independence, we ask that you walk with Easter Seals Goodwill Industries and broaden notions and ideas on how we can continue to build a community that welcomes diversity and inclusion. Together, we can enhance the dignity and quality of life of individuals and families by strengthening communities, eliminating barriers to opportunity, helping people in need reach their full potential through learning and the power of work.

Thanks for your goodwill,

H. Richard Borer, President

Debra Testa, Board Chairman



Participant Profiles



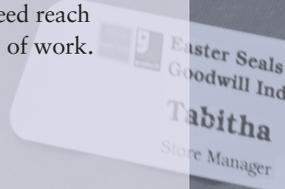
TABITHA



KIEYSHON

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ESGI Participant Profiles



TABITHA

Tabitha was ready to reclaim her life. After being arrested and charged with a felony, she lost her home, family, job and served nine months in prison. Tabitha had to start over again.

Tabitha quickly realized how challenging it would be to find a job, especially when potential employers were made aware of her past conviction. With few job leads and even fewer people who were willing to be a reference, Tabitha's parole officer recommended ESGI's Community Re-entry Services program.

Although Tabitha had sixteen successful years of clerical work experience, job hunting was new to her. She needed help writing a resume, searching for jobs and interviewing. ESGI's Skills for

Success three week program helped her get comfortable telling her story and explaining the gap in her employment. The workshop taught her how to overcome any barriers that arose due to her criminal history.

Tabitha began her post-conviction employment at a Goodwill retail store. "Finally getting back to work helped me feel useful and productive," said Tabitha. She developed strong working relationships with her managers and gained relevant work experience to add to her resume.

She went on to eventually work as an associate in the Branford Goodwill Store and was promoted to supervisor. "Goodwill gave me the opportunity to

show what I was capable of doing," said Tabitha.

In less than one year Tabitha was promoted to her current position as Branford Goodwill store manager where she oversees daily operations. She also serves as a positive and inspirational role model for her staff.

She is happy to report that she has hired a few people from ESGI's employment services program. According to Tabitha, "I want to give people the same chance that was given to me."



KIEYSHON

An opportunity is all that Kieyshon Taylor was looking for. After spending 11 years in prison, Kieyshon was released in 2009 and needed to find a job. But he was fearful that his recent incarceration and parole status would prevent him from finding one.

When a job lead at Columbus House didn't pan out, they told him about possible employment at Goodwill Industries. When his contact at Goodwill asked if he was on parole, Kieyshon thought confirmation of this would end the conversation and the job opportunity. Instead, it led him to ESGI's Community Re-entry Services.

Kieyshon hesitantly joined the program and was paired with a job specialist. He soon realized that the time and effort he put into the program was worthwhile. Although he felt unsure in the beginning, his job specialist encouraged him.

This led to the Goodwill Outlet and warehouse in Hamden hiring Kieyshon as a temporary material handler working on the dock. Impressed with his reliability and effort, Kieyshon's manager offered him a full time, permanent position with benefits just three months later.

"Goodwill gave me responsibilities and relied on me which was really motivating," says Kieyshon. "I felt respected and became a more responsible adult."

Due to a parole violation, Kieyshon was sent back to prison in 2011. Upon release, four years later, Kieyshon came back to the Goodwill warehouse to inquire about a job. The manager knew of Kieyshon's strong work record and gave him back his previous job. Kieyshon was recently promoted to a truck driver position.

According to Kieyshon, "Goodwill has never judged me based on my past or my background. All that mattered was what I did and how I performed on the job. Now when my boss says that he appreciates me, I say, I appreciate you, appreciating me!"

ESGI Work Crew Thrives at Goodwill Store



Job Coach, Jeff Spalter

Goodwill Stores are more than just a place to donate gently used household items and go thrift shopping. They're places where people with disabilities learn valuable job skills and work behaviors to be productive members of society.

Easter Seals Goodwill Industries (ESGI) helps people with disabilities and other barriers to employment reach their full potential as part of the organization's mission. The work crew at the Goodwill Store in New Haven is doing just that.

ESGI job coach, Jeff Spalter, provides support to a crew of seven individuals with disabilities who work part-time at the Goodwill Store. The work crew, ranging in age from their 20's to their 60's, prepares donated apparel for sale in the store. Each item of donated clothing is examined, put on hangers and tagged so it can be priced for sale.

Most of the crew have been working together since the New Haven store opened in 2009 and Spalter has been there from

the start. According to Spalter, the comfort, routine and stability of working with the same people is important in order for his employees to thrive.

Crew members Fran, Craig, Valentine, Derek and Gerald rotate between examining and hanging the clothing. The more experienced workers, like Ralph and Shane, tag the clothes as it requires careful skill using a needled tagging gun.

"The work crew learns skills and tasks but they also see the bigger picture of what goes on throughout the store," says Spalter. "They're such an enthusiastic group. When they come in on Mondays after the weekend, they can't wait to get back to work."

The crew has targeted production goals that are tracked and posted on a white board in their work area. They aim to hang and tag 1320 items daily and each crew member knows how they've contributed to that number.



Members of the New Haven work crew.

Fran, age 61, has been participating in ESGI programs for over forty-one years and is now also enrolled in the senior enrichment program, SPICE. She's been a member of the New Haven work crew for eight years and is very enthusiastic about their work. "The crew is like my family," says Fran. "And we all think Jeff is the best coach."

Spalter is full of care, patience and guidance for his crew. "Between their work and activities, the members of this crew live very full lives," says Spalter. "I'm very proud to part of Easter Seals Goodwill Industries."



Shane



Ralph



Craig

Mission Integration

Dan Varley's own personal experience plays a big part in his desire to help others. Dan is the Program Coordinator for ESGI's Individual Employment Services (IES) in New Haven. He oversees employment programs that help individuals with psychiatric disabilities, substance abuse or homelessness and those who have a history with the Department of Correction.

But Dan is also a great example of ESGI's mission. Dan himself served time in prison and went through ESGI's programs. Having served eight years for a federal drug charge, Dan was referred to ESGI's Community Re-entry Services upon his release in 2013. As someone with plenty of prior work experience, Dan knew how to obtain a job. But our Skills for Success program helped him overcome the obstacles and prejudices he faced after being incarcerated.



Dan Varley

Dan soon began working at the Goodwill Store in Orange, CT. From there he applied and was hired as an employment specialist in ESGI's Community Re-entry Services. His work achievements and newly obtained bachelor's degree have led him to now oversee New Haven's Individual Employment Services.

"My goal has always been to help people with drug and alcohol abuse, so the opportunity to be involved in the programs at Easter Seals Goodwill was a no-brainer," says Varley.

In his current capacity, Dan helps his clients find jobs within the community and our Goodwill retail operations. He's committed to using our retail operations to give people with disabilities and other challenges opportunities to recover and thrive.



Creating Solutions, Changing Lives

'Celebrate' is our largest annual fundraising campaign. Your valuable donation supports the mission of Easter Seals Goodwill Industries: to enhance employment, educational, social and recreational opportunities for people with disabilities and other challenges.

Celebrate 2017

Your contribution helps us provide life-changing assistance and programs to our neighbors in need.

Please Make Your Donation Today!

Visit our website at www.eastersealsgoodwill.org/celebrate/ to donate online or mail a check to 432 Washington Ave. North Haven, CT 06473

Melissa Nicholson, Special Events Manager - Joins ESGI Team

Melissa Nicholson, Special Events Manager, comes on board at Easter Seals Goodwill Industries from a non profit background. She raised food and funds for the Connecticut Food Bank, as well as ran special events for ALSO-Cornerstone/The Connection. Melissa started and ran R.A.C.E., a small nonprofit that took cancer



Melissa Nicholson

patients and their caregivers on short boat trips through the Thimble Islands, in memory of her late brother. She is passionate about raising funds for good causes. Melissa lives near downtown in Branford and loves her community and all it offers. She has a 19 year old daughter at Endicott College and a red mini dachshund.

For all event and Celebrate campaign information, contact mnicholson@esginh.org or 203-777-2000 ext.228.

2016 Financial Report

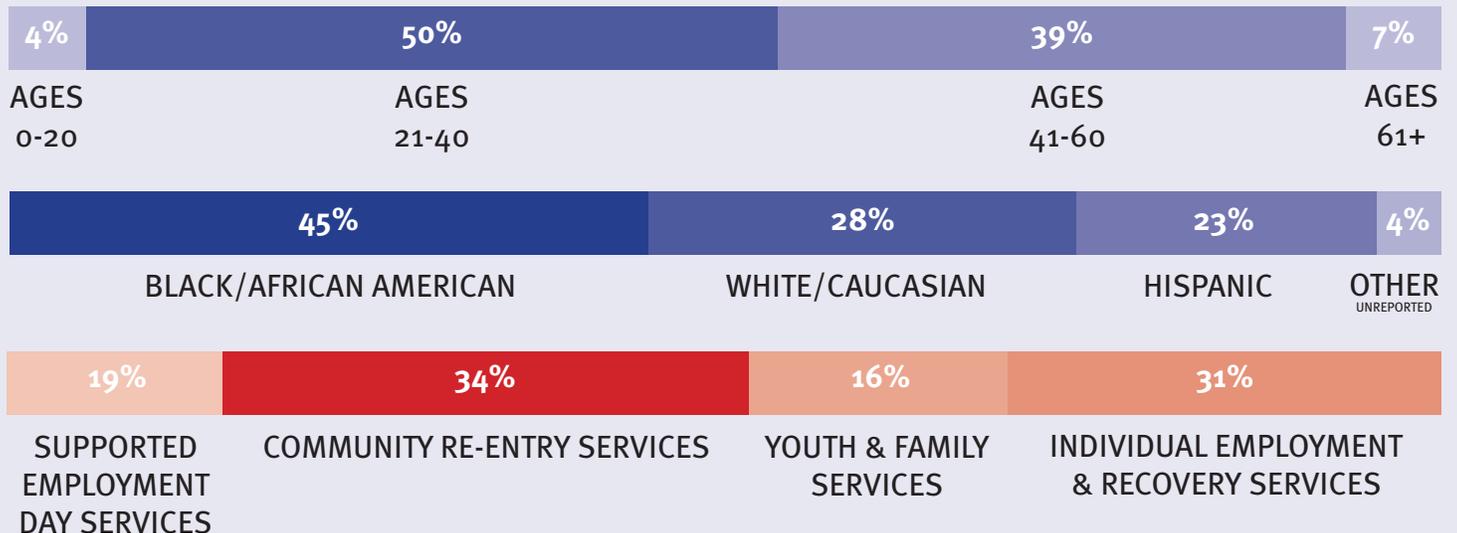
How our community invested in ESGI:

Purchases through Goodwill	\$18,325,000
Fees, Grants & Contracts for Programs	\$4,927,000
Charitable Contributions	\$554,000
Other	\$128,000
Total:	\$23,934,000

How we invested those resources:

Collecting, Processing & Selling Goods	\$16,159,000
Providing Direct Services	\$4,734,000
Management & General	\$2,248,000
Resources for Future Investment in the Community	\$602,000
Fundraising	\$191,000
Total:	\$23,934,000

In 2016, we provided services to 1,060 individuals:



Our services were funded by these primary sources:



Spring Cleaning: *Give to Goodwill*

Springtime often prompts the annual tradition of cleaning our homes after the long winter season. If you're not sure what to do with the gently used household items and clothing that you purge this Spring, give them to your local Goodwill store!

Our Goodwill stores collect gently used items and put the profit from their sale toward job training programs and community-based services for people who are disabled or unemployed.

ESGI - DONATION CHECK LIST

- Housewares and cookware
- Domestics (bedding, sheets, towels)
- Seasonal holiday decorations
- Books, DVDs, CDs and video games
- Furniture (please drop off at our retail stores only)
- Collectibles, jewelry or antiques
- Accessories (belts, scarves, sunglasses, handbags)
- Office supplies
- Electrical (clocks, lamps, radios)
- Electronics (computer accessories, e-readers & tech toys)



**Thanks for dropping off your items
at any local Goodwill store or donation center.**



We're Moving!

Later this year the Orange Goodwill Store will be moving! In early September look for us at our new location: **305 Boston Post Road in Orange.**



25% OFF

Any Item In Any Store

Expires May 31, 2017

(excluding new goods and mattresses)

Thanks to our Board Members

ESGI appreciates the skills and expertise that each of our Board members has contributed by volunteering their time to help us!

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Easter Seals Goodwill Industries
 432 Washington Avenue
 North Haven, CT 06473

Nonprofit
 U.S. Postage
PAID
 Permit No. #123
 New Haven, CT

ESGI Retail Stores & Donation Centers

Clinton

369 East Main Street
 (860) 664-9211

Groton

664 Long Hill Road
 (860) 448-6400

Hamden

2369 Dixwell Avenue
 (203) 230-2910

Middletown

955 Washington Street
 (860) 347-5404

New Haven

472 Foxon Boulevard
 (203) 468-2355

Westville

61 Amity Road
 (203) 397-2735

Norwich

201 Salem Turnpike
 (860) 204-0018

Orange

81 Boston Post Road
 (203) 795-3333

Goodwill Outlet Hamden

2901 State Street
 (203) 248-1600

Rocky Hill

80 Town Line Road
 (860) 529-6838

Southington

350 Queen Street
 (860) 621-0775

Wallingford

1145 North Colony Road
 (203) 265-4211

Branford

249 West Main Street
 (203) 481-7777

New Britain

190 Columbus Boulevard
 (860) 224-0885

To find a Donation Center or Donation Bin near you, please visit www.eastersealsgoodwill.org/donate

Visit Easter Seals Goodwill Industries on:      