

# ENDING POVERTY THROUGH THE POWER OF WORK

CAREER DEVELOPMENT • TRAINING • EDUCATION

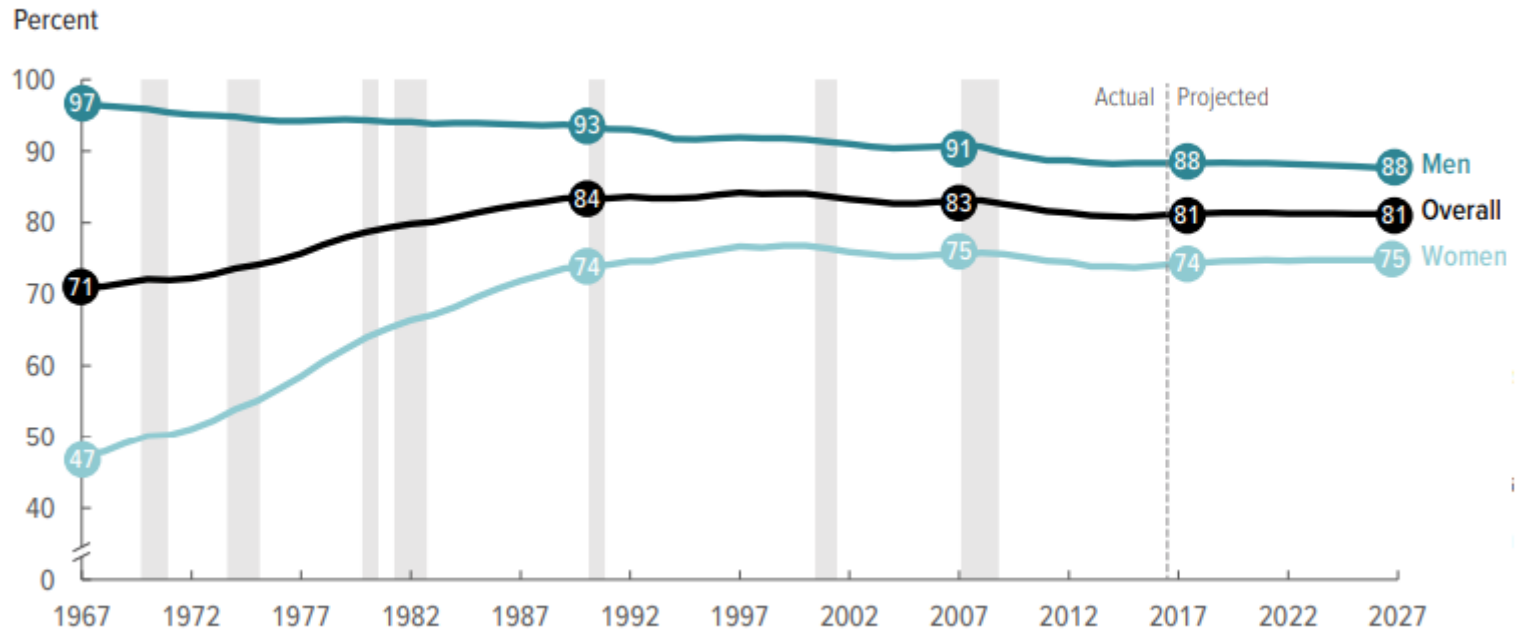


**GOODWILL OF CENTRAL & NORTHERN ARIZONA**

# NATIONAL MACROECONOMIC TRENDS – The Diminishing Power of Work

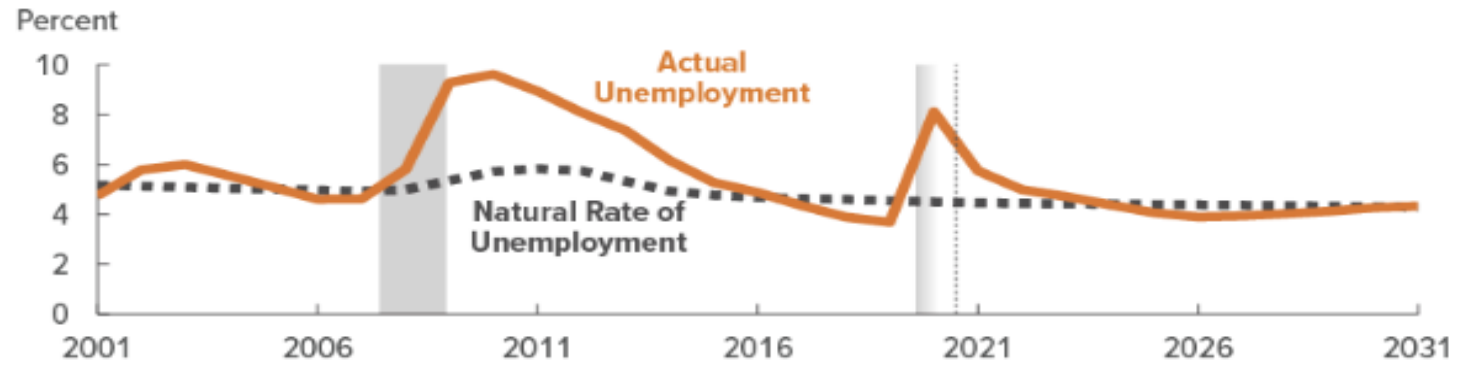
Exhibit 1.

## Labor Force Participation of People Ages 25 to 54, by Sex

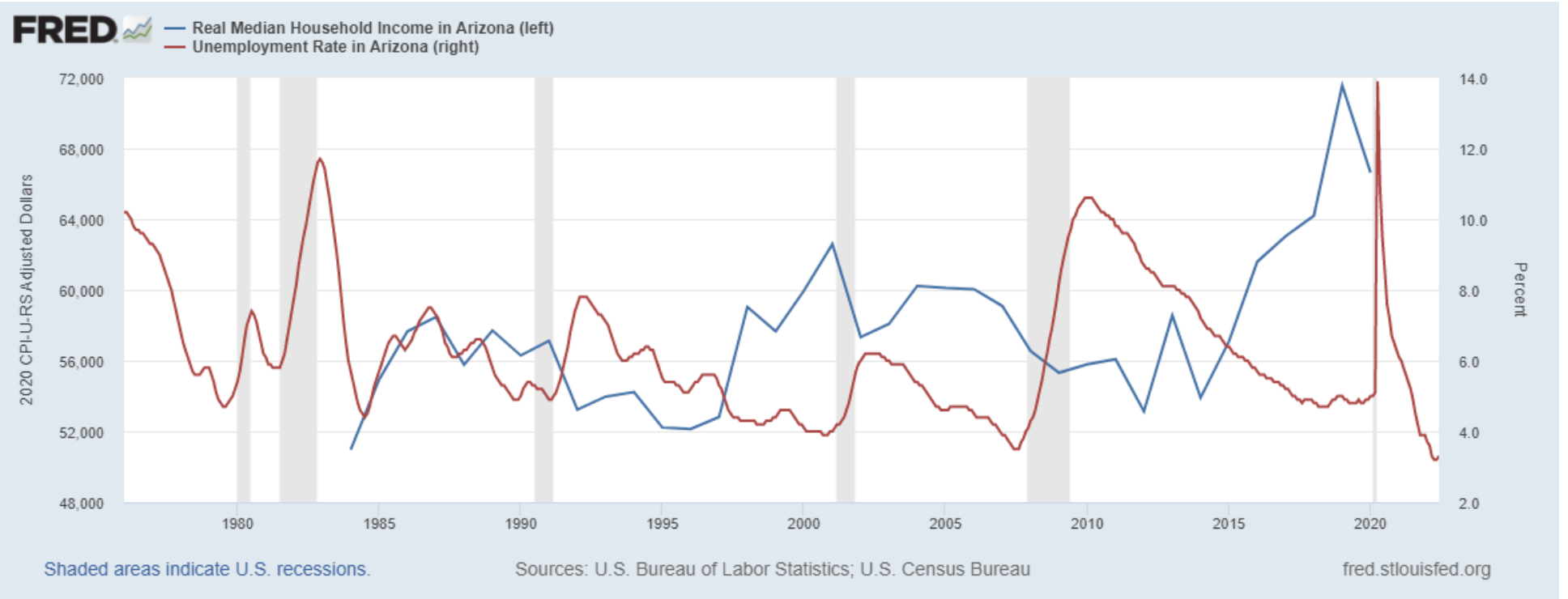


Source: Congressional Budget Office, using data from the Current Population Survey and projections from CBO's June 2017 baseline.

# NATIONAL MACROECONOMIC TRENDS



# ARIZONA'S ECONOMY TODAY – Unemployment Rate & Household Income



# ECONOMIC IMPACT OF GOODWILL SERVICES – (Central & Northern Arizona)

FISCAL IMPACT	
<b>State</b>	
Direct	\$124,800
Indirect	\$26,400
Induced	\$39,000
<b>Total revenues</b>	<b>\$190,200</b>
<b>County</b>	
Direct	\$54,300
Indirect	\$8,100
Induced	\$12,000
<b>Total revenues</b>	<b>\$74,400</b>
<b>City</b>	
Direct	\$52,800
Indirect	\$9,900
Induced	\$14,700
<b>Total revenues</b>	<b>\$77,400</b>

ECONOMIC IMPACT	
<b>Jobs</b>	
Jobs placed	105
Indirect jobs	15
Induced jobs	21
<b>Total jobs impacted</b>	<b>141</b>
<b>Wages</b>	
Direct wages	\$2,817,400
Indirect wages	\$769,100
Induced wages	\$1,130,000
<b>Total wages</b>	<b>\$4,716,400</b>
<b>Economic Output</b>	
Direct output	\$5,366,500
Indirect output	\$2,663,900
Induced output	\$3,588,800
<b>Total output</b>	<b>\$11,619,200</b>



# ECONOMIC IMPACT OF GOODWILL SERVICES – (Central & Northern Arizona)

## YEAR-TO-DATE SERVICES PROVIDED

- 261,922
- Goal: 200,000

## JOBS PROVIDED

- 4,799

## RETAIL STORES

- 99 to date (current); 3 retail locations and donation centers in Yuma

## OPERATIONS IMPACT IN YUMA

- Not just limited to the **direct impact (induced and indirect considered in total)**

# EXCEL CENTERS – Arizona Model Background

## THE EXCEL CENTER IN ARIZONA

- Instruction leading to a **high school diploma from an Arizona public school.**
- **Workforce training** for industry credentials and/or college credits for in-demand fields, at no cost to the student.
- **Life coaching and job counseling** that assists students in getting a good-paying job.
- **Free on-site childcare and transportation assistance.**

## EXCEL CENTERS – Key Findings Nationwide

### 40% INCREASE IN EMPLOYMENT

- ...for Excel Center graduates compared to before they enrolled and **20% greater workforce participation** than their peers (LEO, 2021)

### 8-MONTH RETURN ON INVESTMENT

- ...to the state after an Excel Center student graduates and **34-month return on investment** for non-graduates (Ball State University, 2014)

### 39% INCREASE IN EARNINGS

- ...for Excel Center graduates compared to those without a diploma (LEO, 2021)

### 100% EQUITABLE EMPLOYMENT AND WAGE OUTCOMES

- ...experienced by Excel Center graduates (LEO, 2021)

The Excel Center currently consists of 32 schools located in Arkansas, Indiana, Missouri, Tennessee, Texas, and Washington, D.C.





# MISSION SERVICES TRANSFORMED

## STRONG CONNECTIVITY

- Connection to a variety of resources and employers through established partnerships.

## FLEXIBILITY AND RESPONSIVENESS

- Personalized care for job seekers and long-term growth opportunities by evaluating individuals' strengths and opportunities.

## ALIGNED INCENTIVES

- Training curricula focused on immediate and long-term economic needs at the regional, state, and global levels with negotiated fair compensation rates for placements at partner employers.

## DATA-DRIVEN, EVIDENCE-BASED DECISION-MAKING

- Value-add services and trainings across and between multiple placements for both job seekers and employers based on community feedback and industry data trends.



# MISSION SERVICES – Helping Build Your Better Future

**We provide career development, training, and education for all people during any stage of their career life cycle.**

## CAREER DEVELOPMENT



Job seekers can receive one-on-one career coaching with career navigators, along with resume building, interview skills development, and job searching.

## TRAINING SERVICE



Computer skills and soft skills classes, financial literacy, G Suite, typing, and more.

## EDUCATION: EXCEL CENTERS

(In Progress)



Adult high schools with a full high school curriculum, allowing anyone over the age of 18 to earn their diploma.

## MISSION SERVICES – Convenient Access

### SERVICES AVAILABLE VIA:



**GOODWILL  
CAREER CENTERS  
& LEARNING LABS**

### AND ONLINE:



**MyCAREERADVISOR.COM:**  
Online platform providing all career services, including computer skills courses, community resources, job postings, and a live chat option.