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

Percent

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

- Actual Unemployment
- Natural Rate of Unemployment
- Potential Labor Force Participation Rate
- Actual Labor Force Participation Rate
ARIZONA'S ECONOMY TODAY – Unemployment Rate & Household Income

Real Median Household Income in Arizona (left)
Unemployment Rate in Arizona (right)


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# Economic Impact of Goodwill Services – (Central & Northern Arizona)

## FISCAL IMPACT

<table>
<thead>
<tr>
<th></th>
<th>State</th>
<th>County</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct</td>
<td>$124,800</td>
<td>$54,300</td>
<td>$52,800</td>
</tr>
<tr>
<td>Indirect</td>
<td>$26,400</td>
<td>$8,100</td>
<td>$9,900</td>
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<tr>
<td>Induced</td>
<td>$39,000</td>
<td>$12,000</td>
<td>$14,700</td>
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<tr>
<td><strong>Total revenues</strong></td>
<td>$190,200</td>
<td>$74,400</td>
<td>$77,400</td>
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</table>

## ECONOMIC IMPACT

<table>
<thead>
<tr>
<th></th>
<th>Jobs</th>
<th>Wages</th>
<th>Economic Output</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jobs</td>
<td>105</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Indirect</td>
<td>15</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Induced</td>
<td>21</td>
<td></td>
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<tr>
<td><strong>Total jobs impacted</strong></td>
<td>141</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Direct wages</td>
<td>$2,817,400</td>
<td></td>
<td>$5,366,500</td>
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<tr>
<td>Indirect wages</td>
<td>$769,100</td>
<td></td>
<td>$2,663,900</td>
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<tr>
<td>Induced wages</td>
<td>$1,130,000</td>
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<td>$3,588,800</td>
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<tr>
<td><strong>Total wages</strong></td>
<td>$4,716,400</td>
<td></td>
<td>$11,619,200</td>
</tr>
<tr>
<td>Direct output</td>
<td>$5,366,500</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Indirect output</td>
<td>$2,663,900</td>
<td></td>
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</table>
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)
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.
EXCELS 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)
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.
ENDING POVERTY THROUGH THE power of work.
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.