

Goodwill's Vision for Working Together

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Rappahannock Goodwill Industries, Inc.

Please visit our Web site: www.FredGoodwill.orgP.O. Box 905
Fredericksburg, VA 22404

Goodwill Stores & Donation Centers*

Fredericksburg
2336 Plank Road
(Route 3 at Interstate 95, exit 130A)
(540) 361-4915

Culpeper
504 Culpeper Town Square
(off Business Route 29)
(540) 829-8068

Louisa
501 East Main St.
(540) 967-9490

North Stafford
72 Doc Stone Road
(Route 610, beside Giant Food)
(540) 659-5939

Tappahannock
1529 Tappahannock Blvd.
(804) 443-0553

Orange
500 N. Madison Road
(Route 15 near Food Lion)
(540) 672-6555

South Stafford
736 Warrenton Road
(England Run Shopping Center)
(540) 654-5096

Cosner's Corner
10070 Jefferson Davis Highway
(in Massaponax across from Target)
(540) 898-1430

Town and Country Store
39 Town & Country Drive, Suite 101
Fredericksburg, VA 22405
(540) 479-1343

Goodwill Outlet

Fredericksburg
2336 Plank Road
Fredericksburg, VA 22401
(540) 361-4916

Job Help Centers

Fredericksburg Job Help Center
1409 Princess Anne St.
Fredericksburg, VA 22401
(540) 371-3070
(800) 789-2816

North Stafford Job Help Center
72 Doc Stone Road
(Route 610, beside Giant Food)
Stafford, VA 22556
(540) 658-1312

Cosner's Corner Job Help Center
10070 Jefferson Davis Highway
(in Massaponax across from Target)
(540) 898-1791

*Donations are accepted at all of our store locations, as well as Attended Donation Centers located throughout the region.

Main Office

Downtown Offices
1414 Caroline St.
Fredericksburg, VA 22401
(540) 371-3070
(800) 789-2816

Commercial Services

Commercial Laundry Services
480 Central Road
Fredericksburg, VA 22401
(540) 372-3934

Commercial Custodial Services
Marine Corps Base/FBI Academy
Quantico, VA 22135
(703) 632-3292

Outsourcing & Contracting Services
1414 Caroline St.
Fredericksburg, VA 22401
(540) 371-3070
(800) 789-2816

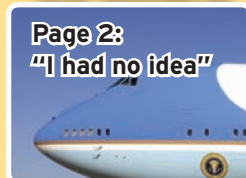
Photography: Bob Martin, Suzanne Car-Rossi, Dale Glasgow; Designer: Dale Glasgow



AbilityOne Program

Commission on Accreditation
of Rehabilitative FacilitiesThe United Way
CFC #54537

What's Inside:



PRSR STD
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Report to the Community

We at Rappahannock Goodwill are pleased to present our annual Report to the Community. Inside, you'll read about the services we provide to your neighbors and news about the businesses that we operate. We thank you for your generous donations, which help support our mission.



Friend \$10-\$99

Margaret Hathaway
William Cundiff
Dave & Meg Bohmke
Edward & Marionette Jones
Yvonne & Eryn McFarlane
Nancy Morrisette
Linwood & Edith Payne
Elvin & Irene Wilson
Hillcrest United Methodist Women
C. Michael McCoy
Mary Byrd
Robert E. Gill
Richard Pearce
Harry Farley
Russell & Jo Lewis

Spotsylvania
Fredericksburg
Fredericksburg
Chantilly
Catlett
Stafford
Fredericksburg
Fredericksburg
Fredericksburg
Stafford
Fredericksburg
Fredericksburg
Fredericksburg
Fredericksburg



William Billingslea
Brenda Davenport
Shawn Prablek
John M. Cabaniss

Fredericksburg
Fredericksburg
Stafford
Fredericksburg

Patron \$250-\$499

Bruce Barnett
Robert & Karen Clark
Harry & Gerry Smart
Jack Rowley
Hirschler Fleischer
Eldon James
Woody & Nancy Van Valkenburgh
PermaTreat Pest Control
Tom & Lydie Mann
Donald & Connemara Tolson

Stafford
Falmouth
Fredericksburg
Fredericksburg
Fredericksburg
King George
Fredericksburg
Fredericksburg
Fredericksburg
Front Royal



Supporter \$100-\$249

Linda Lumpkin
Marie Kunlo
John & Linda Coker
Sam & Laura Smart
Josiah Rowe
Mark Spooner
Mary Carter Frackelton
Kathleen Glemboski
Pat Grimes
Paul & Dee Scott
Tala Nikghamat
Joyce Hobbs
Mrs. R. W. Crain
Joe & Mary Wilson
Clearview Heights Civic Association

Tappahannock
King George
Fredericksburg
Fredericksburg
Fredericksburg
Springfield
Fredericksburg
Spotsylvania
Fredericksburg
Fredericksburg
Fredericksburg
Hague
Fredericksburg
Fredericksburg
Fredericksburg

Citizen \$500-\$999

Carlos Del Toro
Richard Tremblay
Homer & Joyce Hite

Stafford
Fredericksburg
King George

Mission Associate \$1,000-\$2,999

Marty & Elaine Miller
Thomas & Ann Wack

Fredericksburg
Fredericksburg

Friend of the Family \$3,000-\$4,999

Fredericksburg Savings
Charitable Foundation

Fredericksburg



Steward \$5,000 and over

Berkley Mitchell

Fredericksburg

Ways You Can Support Rappahannock Goodwill

Give to Our Annual Fund: The Fund helps support our three Job Help Centers and the employment specialists who guide Goodwill participants into job opportunities.

Invest in a Goodwill Charitable Gift Annuity: You may be eligible to earn a higher rate of return, and you will receive an immediate income-tax deduction.

Shop at Our 10 Area Stores: More than 90 cents of every dollar spent

at our stores goes to support our training and placement services.

Donate Gently Used Clothing and Household Items: In 2011, sales of donated goods produced nearly \$10 million in revenue for Rappahannock Goodwill. Plus, your donations are tax deductible.

Donate Your Vehicle: Vehicles that qualify for our GoodWheels Program are given to people in need of transportation to obtain and keep a job. You may be eligible for a tax deduction on the full fair-market value.

Hire a Goodwill Participant: Our assessment, training, placement and support services mean we can provide workers who can handle a variety of jobs.

Discover more at www.FredGoodwill.org

Working Together to Impact Our Community

For more than three decades, Rappahannock Goodwill Industries (RGI) has been finding homes for gently used clothing, toys, and household items. Now, Goodwill is ramping up recycling efforts by breathing new life into



Woody Van Valkenburgh
President and CEO
Rappahannock Goodwill Industries

something a little bit bigger. In 2011, RGI purchased the 80,000-square foot structure that formerly was Gallahan's Furniture in Spotsylvania County's Lee's Hill area. Goodwill's vision is to reshape the former showcase for high-end home furnishings into a hub of resources for those who need help finding jobs.

"It's going to be interesting to take this

building and turn it into what we're talking about," said Woody Van Valkenburgh, President/CEO of RGI. The wide-open site will be divided into two Goodwill stores, as well as offices for RGI and other organizations with similar visions.

"Our vision drives us to look for meaningful collaborations. RGI is not a resource for housing or transportation. We're not a spiritual or social

resource. We're not a health care provider or a school. However, we know there is a need for all of these things. These are the kinds of organizations with whom we will partner," Van Valkenburgh said.

Collaborating organizations will share the top level of the two-story building with RGI's own administrative offices. The building is expected to reach full occupancy within five years, with the stores operating by the end of 2012.

Proceeds from the sale of RGI's Fredericksburg offices will be funneled into the construction of the new building. RGI plans to charge its nonprofit partners minimal rent, if any at all.

"It's going to take a burden off of their budgets, so they can put more funding into their programs," said Van Valkenburgh.

Nearly 500 people in the greater Fredericksburg region work for Rappahannock Goodwill Industries. Through employment and training programs, Goodwill helps restore financial independence to those with physical and mental disabilities. RGI also reaches out to people with other barriers that make finding work difficult, including wounded veterans, domestic violence victims and those with criminal backgrounds who are determined to build better lives for themselves.

"Everybody needs some support at one time or another," said Van Valkenburgh, who believes a collaborative environment will further RGI's mission of creating a society that's fully accessible to those with employment barriers.

In 2011, Rappahannock Goodwill Industries served nearly **3,000** people in our local community

765
people

received help
free-of-charge
at our
3
area
Job Help
Centers

Nearly **300** people were placed
in jobs directly as a result of the
work of Goodwill

500
people

We employ almost
500 people
- 60% of those being
persons with a disability



When you donate, shop, or give a financial gift to Rappahannock Goodwill, you support employment programs right here in our area.

"I had no idea"

It's something we hear often when people discover the good of Goodwill. We are best known for our stores, but they are actually just a part of our many programs that impact people – especially those with disabilities and other barriers to employment.

Here are a few ways Goodwill impacts our local community:

- Goodwill operates a commercial laundry in Fredericksburg that processes nearly six million pounds of laundry a year. We clean the linen for Air Force One and Two!
- Through a contract with the FBI Academy at



Quantico, Rappahannock Goodwill operates the switchboard, handling all incoming calls.

- Our custodial cleaning service takes two vans of workers from Culpeper to Quantico each day, providing transportation and employment to nearly 25 people.
- Thanks to the many donations to Goodwill, we are able to keep millions

of pounds of gently used items out of our regional landfills.

- The annual Goodwill to Others partnership with area Girl Scouts allows us to provide more than \$20,000 in vouchers to area social service organizations.

When you donate to Goodwill, you put people to work so they can have a better life!

Collaboration Is Key to Vision

Rappahannock Goodwill Industries works tirelessly to help people experience independence through the Power of Work. Goodwill has a vision to bring together organizations that can play a role in helping people get back on their feet.

Collaborating with groups in our region isn't anything new for Goodwill. As examples, Woody Van Valkenburgh, President/CEO of RGI, points to longstanding relationships with the Thurman Brisben Center and disAbility Resource Center.

Since 2006, Goodwill has been providing as a free service the monthly accounting and other "back-end" support to the Thurman Brisben Center.

The center provides aid to homeless individuals in our area. In addition, RGI provides on-site employment counseling and support to residents.

RGI also partners with the disAbility Resource Center, which is dedicated to promoting independent living. Through the collaborative efforts, people who receive Social Security benefits learn how they can gain employment without impacting their benefits right away. It's a vital service so people can transition back into the workforce gradually.

With the space afforded by the new building, Goodwill's vision is to increase its collaboration with like-minded community groups to help people with a variety of barriers reach their full potentials – both on and off the job.



New Ways to Donate to Goodwill

A woman eyed a shoulder-high, toy-filled box, examining an infant activity center before placing it in a shopping cart. She grabbed it from the shoulder-high, toy-filled box. She retrieved another toy and transferred it to her cart. Before long, her cart was full. Finally, she asked the sales attendant if she could buy the entire contents of the large box. She smiled when she found out she could.

The woman was shopping the Rappahannock Goodwill Outlet. Located adjacent to Goodwill's store in the Gateway Shopping Center on Plank Road in Fredericksburg, the Outlet has quality clothes and housewares sold by the pound.



Winter Young – A Changed Life

Drop donations off at one of Goodwill's Attended Donation Centers, and you might be handing your housewares or gently used clothes to a young man with a warm smile and polite demeanor. What you'll miss is the trials he has endured to get back to work.

Winter Young was struggling to secure employment after a tractor trailer accident in 2003 that resulted in a bout of surgeries and then an extended recovery. "It completely changed my life," Winter said of the accident.



Changes included the unwelcome companion of pain and having to deal with memory and reading challenges that resulted from the accident.

Through the help of Rappahannock Goodwill, Winter was enrolled in the Ticket to Work program. The program is offered through the Social Security Administration to help recipients of disability benefits return to work

without the fear of losing their benefits right away. Winter was paired with a Goodwill employment specialist who provided an individualized plan to ease him back into a job.

When you donate to Goodwill, you help people like Winter find a job and live a fulfilling life. To find out more, visit FredGoodwill.org/Changed.

Job Help Centers - Free Help When Needed

It came as a shock to Lewie Morgan when he was laid off from his custodial job after 11 years of service. Unfortunately, that was just the beginning of his hardships.

Because he couldn't find new employment, Lewie eventually lost his home and was worried there was nowhere to turn for help. Luckily, he found out about the Goodwill Job Help Centers.

An Employment Specialist at the Job Help Center was able to help Lewie with finding housing at the Thurman Brisben Center. He was then able to work on his resume and online job-search techniques, and brush up on his interviewing skills.

Working in Lewie's favor, were the stellar letters of recommendation from very reputable Prince William County employees.

The assistance from the Goodwill Job Help Center, combined with Lewie's positive attitude and strong work ethic, paid off. He was able to secure a job as an Environmental Services Technician with the Spotsylvania Regional Medical Center. Today, Lewie is a success story thanks to the many generous donations to Goodwill.

There are three Job Help Centers in our area: Cosner's Corner, Princess Anne Street in Fredericksburg, and Doc Stone Commons. All of the services are provided free of charge.

To learn more, visit FredGoodwill.org/job-help-centers.

