

# Rappahannock Goodwill Industries Goodnews

Spring 2014

Changing Lives Through the Power of Work



## Harrison Crossing

A new Goodwill store benefits our community in many ways. When Rappahannock Goodwill Industries (RGI) opens a store, jobs are created as new associates are hired. Additionally, there are so many other ways the community benefits! Through the additional sales of clothing and household items, RGI is able to assist more people in our region who need help as they search for jobs.

Rappahannock Goodwill Industries recently expanded its retail footprint, which will enable even more financial support of RGI's core mission: to serve people with barriers to employment—particularly those with disabilities. With 11 stores already in operation, these two new shopping options broaden the variety and geography for shoppers. While the concepts may vary a bit and the product offerings change between the stores, both support RGI's mission.

Woody Van Valkenburgh, President/CEO of RGI, was on hand for the February 21 grand opening of RGI's brand-new store in Harrison Crossing. RGI's 12th store measures nearly 9,000 square feet of retail space. In addition to accepting donations, it carries a full selection of gently used housewares, furniture, books, and more. Located just off Route 3 next to Walgreens, the site is ideal, as there are 100,000 potential donors and shoppers nearby.

An entirely new specialty concept store opened in

Colonial Beach recently. The Goodwill Rack Store is focused on clothing and features easy-to-remember pricing: Children's clothes are \$1. Adult t-shirts and accessories are \$2. All other adult clothing is \$3. The new concept is about helping customers in smaller communities buy clothing for their families on a budget, which fits the needs of the town of around 3,000 people.

Both locations will happily take gently used items.

Whether they will be buying or donating at these two new stores, more people than ever will be supporting the mission of RGI. Customers and donors can feel good knowing they support job programs in our local area.

Sales from the Goodwill stores may even directly help a friend or neighbor. Many area residents want to find a job but can't due to

barriers to employment. These barriers can range from lack of a resume or knowing how the job search process works to lack of basic literacy or just plain bad luck. RGI is committed to helping people overcome barriers and get back on their feet during the tough times they encounter.

So if you happen to be in Colonial Beach or Harrison Crossing, please stop by to say hello, and maybe drop off or pick up some gently used items to help support our community. Your donations and your shopping change lives!

## Two New Goodwill Stores Serve the Area

## Colonial Beach



# Not All Donation Boxes Are the Same

Donors generally give to a charity in order to help the less fortunate. How

would you feel if you found out you were giving to a charity that appeared to be local but was not actually helping people in our area?

A number of recent reports have highlighted donation boxes operated by for-profit companies. The boxes have phrases such as "thank you for your support" on the front, but charitable causes are not necessarily receiving a significant share of the proceeds. Before

programs here in our local area. Since 1966, RGI has built a strong reputation in the local region

through our many job help programs and direct employment options. Rappahannock Goodwill has proven itself to the local community and earned the trust of donors and customers alike.

When local residents bring their gently used items to a Goodwill donation center, they know that their donations will be used to help people right here, including potentially their own neighbors, overcome barriers to employment. Help from Goodwill comes



you drop off that coat or those shoes in just any box around town, research the organization to which you are giving.

You might be surprised to learn that some companies donate only a small portion of the proceeds to charity. Others ship the items out of the country immediately, taking with them any potential revenue that could have supported programs here at home. Additionally, donations to these for-profit companies cannot be tax deductible.

When you donate to Rappahannock Goodwill Industries (RGI), you can be assured that the proceeds will go to supporting job



from the four area Goodwill Job Help Centers, literacy programs, or any of the numerous programs RGI manages to help local residents find jobs. Donating to RGI comes with all those advantages—and, of course, the donation is tax deductible!

As you clean out your closet, think about who will benefit from your donated items. Your donations could make a big difference to your friends and neighbors.

## A Little Change Can Change a Life



**Woody Van Valkenburgh**  
President/CEO  
Rappahannock Goodwill Industries

By Woody Van Valkenburgh

Have you noticed how much loose change you have lying around? I'm always finding it in my pockets, on my dresser, and in the cup holder of my car. By itself, each individual coin doesn't seem all that important,

employees with a steady job and a paycheck. Nearly half of those employees have some disability—a statistic that demonstrates our commitment to our mission: to provide to people with barriers to employment—particularly those with disabilities—an array of quality vocational and educational services so that they can work most independently.

Last year, we were able to serve more than 3,800 people. The more you can donate, whether it's 17 cents or a dollar, the more people we will be able to help through the Power of Work.

Thank you for "rounding up" to make a difference in our community.

but all those coins add up.

As President/CEO of Rappahannock Goodwill Industries, I see great value in what those coins can do to support jobs programs we manage. It's one of the reasons that cashiers in our stores and our Goodwill Outlet ask you to donate to Goodwill by rounding up to the next dollar.

It's not just "small change" to us. We rely on the financial support of our stores to run our Job Help Centers and our Employment and Training programs. Our retail stores provide more than 218





# Free Help to Start a New Life



## Shylow

Experience is a part of growing older. Ironically, a desire to succeed—without the experience to make it possible—can be a barrier to employment.

As many young people do when they turn 18 years old, Culpeper resident Shylow moved out of her house ready to take on the world.

Despite her enthusiasm, she found herself

unprepared to reach her goals. She lacked a high school diploma and the guidance to steer her in the direction of a well-paying job. “When I started coming out to the real world, I couldn’t find a job,” Shylow said. “I had no idea how to get into it, where to start.”

A chance encounter with a stranger on the local trolley pointed her toward the Culpeper Goodwill Job Help Center, where she met counselor Paula. With Paula’s help, Shylow learned how to put together a resume and interview for a job, as well as how to go back to school for her general equivalency diploma.

“I did not even know there was a place in Culpeper or anywhere to help me with my GED, to provide me with a tutor, to help me with the materials that I needed to learn,” Shylow said.

Through job listings that she read while at the Job Help Center, she found a job—and also began to chart a path to a career. With her new experience, skills, and diploma, the success Shylow dreamed of when she initially struck out on her own is now within reach.



**“I don’t think I’ve accomplished all that I want to accomplish. I don’t think the success story is finished yet.”**

Shylow, Goodwill Job Help Center client

“I don’t think I’ve accomplished all that I want to accomplish. I don’t think the success story is finished yet,” Shylow said.

Watch Jason talk about her experience at [www.FredGoodwill.org/Report](http://www.FredGoodwill.org/Report).

## Jason

When someone is down on his or her luck, how does that person begin to search for a new job? In Jason’s case, his first move was to ask for help.

“You’ve got to realize if you need help, you need help. You’re not going to get any help if you don’t ask for it,” Jason said.

Jason was staying at a homeless shelter when he decided he needed to change his life. In his job search, he found an opening at a commercial motor coach company. The company told him to fill out an application. Because he really wanted the job, Jason wanted the application to be perfect. So he took it to a Rappahannock Goodwill Job Help Center.

“I actually went by, got an application, and took it back to the job center,” said Jason, “and took my time at the job center in case I needed some help to fill it out.”

Jason didn’t have to wait long. He went back to the motor coach company, armed with the application he had completed with advice from the Goodwill Job Help Center. “They hired me the day I went in there,” Jason said.

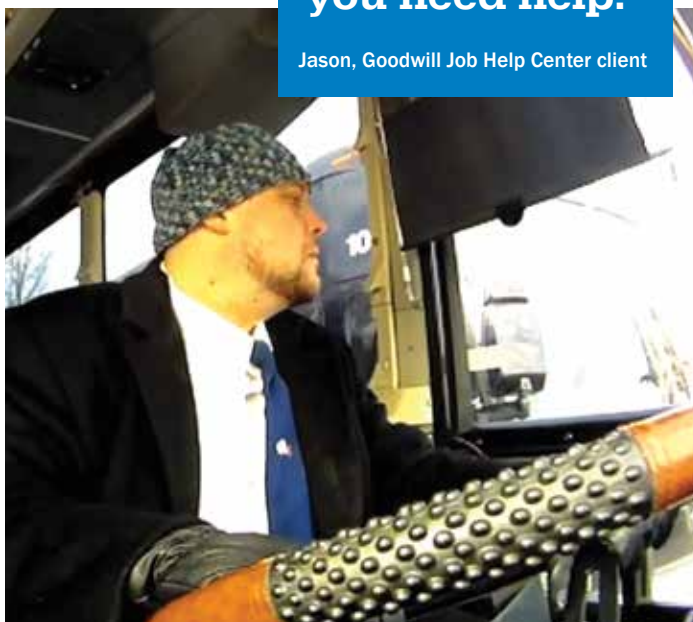
Now Jason wears a tie and jacket as he drives for charter trips to places like New York. It’s a steady paycheck, and exactly the kind of change he was looking for when he took his application to Goodwill.

“I’m actually in a good place right now.” Watch Jason tell his success story at [www.FredGoodwill.org/Report](http://www.FredGoodwill.org/Report).



**“You’ve got to realize if you need help, you need help.”**

Jason, Goodwill Job Help Center client





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## Our Mission

To provide to people with barriers to employment – particularly those with disabilities – an array of quality vocational and educational services so that they can work most independently.

### Newsletter Contributors

Dale Glasgow  
Bob Martin  
Sean McCollum  
Julie Rettinger  
Shawn Sloan  
Woody Van Valkenburgh

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