

The

ANNUAL

Flashback



TRUE NORTH
GOODWILL

*Transforming Lives for generations through learning and
the power of work*

2022-23 ANNUAL REPORT



LET'S REWIND

A MESSAGE FROM LEADERSHIP

Looking back over the past year, we are energized by the strides made to rebuild the foundation of True North Goodwill and further explore "What's Possible?" to empower individuals with barriers to employment through meaningful learning and work.

The fiscal year ending June 20, 2023 was one of discovery and foundation building as we explored needs in the communities across our territory spanning Northern Minnesota and Northwest Wisconsin. As we rewind, and look back on the year, we are delighted to share with you the achievements and milestones that have defined our work. It is with great pleasure that we present this annual report, a testament to the collective efforts and dedication of our exceptional teams and the unwavering support of our stakeholders, old and new.

True North Goodwill is relentlessly pursuing our mission of transforming lives for generations through learning and the power of work. During the 2022-23 fiscal year we made substantial progress to support the growth of our mission work, including: operational excellence, employee development and engagement, financial strength and stability, and community partnerships.

Looking ahead, we remain optimistic about the future growth of True North Goodwill and empowering more individuals in the communities that we serve. We are well-positioned to navigate challenges, leverage opportunities, and continue delivering value to our stakeholders. Our strategic roadmap through 2026 is focused on building and fueling the mission, and we are confident that these efforts will propel us toward even greater success throughout our territory.

On behalf of the 2022-23 Board of Directors and the entire True North Goodwill team, we express our deepest gratitude for your continued trust and support. As we celebrate the accomplishments of the past year, we look forward to the exciting possibilities that the coming one holds.

A sincere thank you to our donors, shoppers, supporters, and community partners who enable us to carry out our mission day in and day out. We couldn't do it without you, and we look forward to seeing you soon!

With appreciation,



Toni Pearson
Board Chair



Dodie Brown
President & CEO



PEOPLE SERVED

**612 SERVICES WERE
PROVIDED TO 90 PEOPLE**

for career navigation services and employment placement through our unique programs



FEATURED SERVICES

Career Navigation: Job seeking support, job coaching, skills assessments, resume building

Digital Literacy: Technology skills support, broadband access, internet safety

Lifestyle Enrichment: Mental health support, housing support, peer recovery, advocacy financial education

Commercial Skills: Forklift training, warehouse, safety training, loss prevention, cash register operation, customer service

COMMUNITY IMPACT & SUPPORT

420,241

shopper transactions at our 11 retail stores

128,000

generous donors, donated items at our 11 donations centers



2,051,378

pounds of clothing, books, shoes, and scrap metal were kept out of landfills through our recycling programs

11,568

mattresses were kept out of landfills through our mattress recycling program

OUR MISSION

Transforming lives for generations through learning and the power of work

OUR VISION

That all people have the opportunity to achieve success in their pursuit of work, independence, and a greater quality of life



Starring

President & CEO, Dodie Brown
Director of Finance, Elisa Garibay
Director of Mission Services, Jamie Ferkingstad
Director of Retail, Jim Brickey
Director of Marketing & Communications, Scott Vezina
Director of Human Resources, Jessica Thao
Director of Asset Protection, Tim Balde
Director of Transportation & Maintenance, Dylan Olson
Director of Business Services, Ian Vincent
Director of Development & Fundraising, Steven Johnston
Board Chair, Toni Pearson
Past Board Chair, Kevin Pillsbury
Board Vice Chair, Jana Kayser
Board Treasurer, Elise Popelka
Board Secretary, Annette Gunter
Board Member, Wenqing Zhang
Board Member, Steve Sharkey
Board Member, Buck Erpestad
Board Member, Vince Jones

THANK YOU TO OUR GENEROUS FINANCIAL SUPPORTERS!

Starring

Loyal Order of Moose Lodge 1274

Mark Engel Construction

The Shaffer Fund

Pachel Foundation

Metamorphosis CCT

Terch & Associates

Whole Foods

Johnson, Killen & Seiler, P.A



TOTAL GIFTS: \$6,305

COMMUNITY PARTNERS

Starring

MN DEED

Lake Superior College

Duluth Adult Education

Duluth Workforce Development Board

University of Minnesota Duluth

Duluth Chamber of Commerce

Human Development Center

City of Duluth

Head of the Lakes United Way

YMCA

Duluth Seaway Port Authority

Minnesota Employment Services Consortium

Rice's Point Business Group

Duluth Bethel



FINANCIAL STATEMENT

**TOTAL SUPPORT &
REVENUES: \$14,886,359**

**RETAIL REVENUE:
\$7,625,936**

**CONTRIBUTED GOODS:
\$5,960,042**

**GOVERNMENT GRANTS:
\$386,978**

**EMPLOYMENT SERVICES
REVENUE: \$121,616**

OTHER SUPPORT: \$184,758

**INVESTMENT INCOME:
\$607,029**

**TOTAL EXPENSES:
\$14,706,725**

**STAFF SALARY & BENEFITS:
\$5,137,072**

**PROGRAM SERVICES
EXPENSE: \$8,638,804**

**SUPPORT COSTS:
\$930,849**



LEARN MORE



www.TrueNorthGoodwill.org



True North Goodwill



info@truenorthgoodwill.org



218-722-6351



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Duluth, MN 55802



**SCAN TO DONATE
FINANICALLY**

**SCAN HERE
TO SEE MISSION
IN ACTION!**



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