



Goodwill Industries® operations in Virginia returned nearly \$320 million in economic impact and fiscal benefits to communities in the Commonwealth in 2010.

That is the finding of a study commissioned by the Virginia Goodwill Network (VGN) and conducted by the Elliot D. Pollack research organization that measures the tax and earnings impact of Goodwill's employment and training programs throughout most of the state of Virginia.

The 6 Goodwill organizations comprising the VGN* were responsible for almost **\$10 million in revenue** to the state and its localities through sales, use, and employment taxes and for close to **5,700 jobs**:

- More than **3,300 people placed** in jobs through Goodwill programs
- **2,350 more individuals** were full time employees of Goodwill.

Government agencies that purchase services from Goodwill programs get a strong return on their investment beyond the value of those services themselves. VGN members were **paid 37.7 million public dollars** for those services and returned an additional **\$8.50 in economic benefit for each dollar** government invested. Additional public dollars are saved through Goodwill programs that move people from public assistance to employment- a measurement not included in the Pollack study.

Nursing and residential care; retail; government; administrative; and food service lead the list of some 44 industries that hired Goodwill trained workers in Virginia in 2010. The economic benefit derived from the job placements is based on the IMPLAN system which was created nearly 20 years ago for economic impact modeling at local and regional levels.

VGN Chairman Bruce Phipps points out that "we have long been identified with our operation of the robust Goodwill donated goods retail model. The Pollack statistics reveal that our job training and job placement programs may have an equally as strong impact on the state and the communities we serve."

The study also shows that reflects Goodwill sales subject to Virginia sales tax at **\$62.1 million** in 2010 while at the same time, diverting at least **65 million pounds** of material away from local landfills into its retail stores.