

Application Form

Organization Information

If you would like to complete this application in Word first and copy your answers over later, use the following link: [Download Application](#)

The evaluation rubric that will be used to score your request is now available here: [Download Rubric](#)

Please pay attention to character limits while working on your draft. These limits include spaces.

Organization Name*

Goodwill Industries-Suncoast Inc.

Proposal Name*

Please choose a short name to identify this project within the grant portal:

IT and Kitchen Update - Re-Entry Program Impact

EIN*

59-0718492

Incorporation Year*

What year did your organization incorporate? This will be the year listed on your determination letter from the Internal Revenue Service.

1954

Organizational Mission Statement*

What is your organization's mission statement? This should be no longer than one or two sentences.

The Goodwill-Suncoast mission is transforming lives through lifelong learning and the power of work. Goodwill achieves our mission through providing life and job skills training, employment assistance, and personal growth opportunities for people with barriers to self-sufficiency and work.

Unique Entity ID (SAM)

Please provide your organization's Unique Entity ID number. This is a specific number used by the federal government to identify your organization. **This is different from a DUNS number, which the federal government no longer uses.**

If you do not have a Unique Entity ID number, you can create an account on SAM.gov and apply for one here (it is free and may take 3-4 days for approval): <https://sam.gov/content/home>

This field is optional as to not stop a qualifying organization from applying. **However**, a Unique Entity ID number will be required if your organization is approved for a grant. Your organization should apply for a number now if it does not yet have one.

Character Limit: 12

SG2ZD2FZEBL5

Annual Operating Budget Size*

Please provide the amount of your annual operating budget, (expenditures only) for your entire organization.

\$62,440,645.00

Amount Requested*

The maximum grant amount is \$199,999.

\$124,398.64

Parent Non-Profit/Subsidiaries*

If your organization has a parent non-profit that has multiple subsidiaries, will multiple subsidiaries be applying in this process?

Example

Better Tomorrow is the parent non-profit of three organizations. Two of those organizations want to apply in this process. Both would select "Yes" on this question.

No

Request Specifics

Organization Programmatic Background*

Please describe the programming your organization offers to the community and the length of time it has been doing so. What does your organization **do** and **how long** has it been doing it?

Goodwill Industries-Suncoast (GIS) opened its doors in downtown St. Petersburg in 1954, and remains the core hub of operations. GIS is a social enterprise that relies on its donated goods program and retail stores to generate the revenue to support its mission programs, as well as operating a sustainable business model that supports recycling. The retail and outlet stores offer people stable jobs in the communities, and as a place to both learn and grow their workforce skills. Over 89% of revenue supports mission programs.

At the heart of Goodwill-Suncoast is achieving our mission in transforming lives through life-long learning, and the power of work. Each year, GIS offers assistance to thousands of individuals challenged with employment and independent living through our mission programs. These include: employment services, workforce training, youth development for early childhood, financial and digital literacy, residential and community re-entry programs, affordable housing, and services for individuals with disabilities.

GIS serves a large population of individuals with low-to-moderate income levels. Through our mission-based programs, we most often serve individuals qualifying for Medicaid (100% of federal poverty) or Temporary Assistance for Needy Families (185% of Federal Poverty). GIS operates numerous programs, resources and services to assist those who struggle with self-sustainability, obtaining and keeping jobs. Often challenges presented are former addictions, incarceration, limited life, education and work skills, developmental and physical disabilities and/or other barriers to employment.

Community Need*

Please describe the community need that exists for your programming. If you are able to cite quantitative, local data, that will strengthen your proposal.

For people re-entering the community post-incarceration, education, housing, transportation, and employment present daily life obstacles. The Goodwill-Suncoast St. Petersburg Residential Re-entry Center (SPRRC) program offers women preparing to exit prison, a supportive environment to successfully integrate back into community life. While in residence, the women obtain jobs in the community, participate in basic and essential life skill classes (i.e. women's health, financial literacy, abuse, education, etc.), practice community integration through volunteerism, and save earnings to support re-integration. On average, the program successfully releases more than 400 program residents annually back into the community. GIS also offers continuing career navigation and support services to the women post-release as well. On-going support offers the women an opportunity to build confidence, establish a stable segment of their life, and the resources to continue progress toward their career and life goals. Ideally, this assists the women in making a smooth transition, in contributing both to the economic health of the individuals and community, with the goal of reduce recidivism.

Through our mission-based programs, majority of individuals served qualify for Medicaid (100% of federal poverty) or Temporary Assistance for Needy Families (185% of Federal Poverty).

In May 2018, a research paper by the American Enterprise Institute stated that "education and employment are moderate recidivism risk factors for offenders...and participation in these programming elements can improve both institutional and post-prison outcomes." Indeed, participation in educational programming can increase the likelihood of post-release employment by 13 percent. The Council of Economic Advisers quoted similar results (May 2018) which found the impact of basic education programs reduces recidivism by 5 percent & vocational educational programs reduce recidivism by 12 percent.

Negative Economic Impact on Organization*

The following question is the keystone of a strong application in this process. If your organization cannot demonstrate a negative economic impact from the pandemic, your application will not qualify for committee review. If you are uncertain about what constitutes negative economic impact or how to demonstrate it, please

contact PCF staff for technical assistance.

Describe your organization's negative economic impact arising from the COVID-19 pandemic. Examples could include:

- A reduction in revenue from 2019 to 2020
- Inflationary pressures
- Increases in demand for services that have not been compensated for through new revenue
- The use of reserves for unbudgeted expenses since the onset of the pandemic, and such use of reserves has prevented the purchase of capital assets
- A need for capital assets to offset community need for which your organization does not have the resources to purchase due to the negative economic harm from the pandemic
- A need for additional capital assets to adapt operations to accommodate health and safety guidelines by the CDC
- Growth in restricted pandemic-related revenue that does not permit capital asset acquisition

You have the option to upload supporting documentation regarding negative economic impact. However, please limit your upload to no more than five pages.

Note: If you are applying for both a Small Purchase and Large Project, you may reuse the answer for this question PROVIDED THAT the negative economic impact is relevant to both requests. The Large Project Letter of Intent does not permit uploads to support the answer to this question.

For over 68 years, Goodwill-Suncoast has successfully managed its social enterprise in providing a resource for receiving unwanted goods and recycling the goods via our stores, outlet center and salvage operations. The retail and donated goods is our revenue engine, with more than 86% of revenue directed to support mission programs.

Prior to the pandemic, GIS had continually made progress in increasing our revenue to support growth in services. While our business model provides employment annually for more than 712 individuals in 2021, GIS' employee pool was in excess of 1100 in 2019. Throughout the pandemic and beyond, GIS made strategic decisions such as decreased store hours, ceased donation pick-up services, and restructured services to best support our reduced revenue stream and today's employment environment in the community. Like many other businesses, critical employee shortages impact all aspects of our operation. The extreme rise in inflation has also influenced both our social enterprise and programs. Price increases, as much as 80% in some cases, in materials and supplies, have a diminishing effect on our ability to operate within budget. Goodwill's cafeteria provides 3 meals per day for all residents of SPRRC, in addition to over 400 meals to employees and retail customers. The SPRRC annually houses 400+ women who Goodwill safely houses, feeds, counsel and monitors while helping to prepare them to re-enter the community successfully. At year end, June 2022, Goodwill's food and food supplies to support its food service operations was 20% over budget. At the same time, to stay competitive in the labor market, GIS has implemented wage increases for hourly employees. This resulted in increased cost of building maintenance and payroll in excess of 54% over budget.

In 2019, Goodwill-Suncoast served 92,723 people through an array of mission services and programs compared to serving 45,661 in 2021. While we are proud of our ability to maintain services, we continue to provide many services through virtual or online formats post-pandemic and now have incorporated virtual programming and services into our mission programs. This includes industry training with opportunities for people to gain industry certifications to assist in obtaining employment, upskilling or reskilling for higher paying jobs, to which the re-entry population can access.

In 2021, GIS was only able to invest \$57,381 in capital projects, \$181,912 in 2020 in comparison to \$4.8 million in 2019. These challenges have affected our ability to fund specific capital projects that are of strong

concern due to health and safety, increased security, and necessary to the successful operation of mission services.

Proposal Description*

The American Rescue Plan Act requires a request that is reasonable and proportional to the level of economic impact your organization experienced. This means the request you describe below should not be greater than the economic harm your organization has suffered.

Please describe your purchase proposal and address the following:

- What will you be purchasing with these funds?
- What is the estimated lifespan of the purchase/improvement?
- How does it address the negative economic harm you described in the previous question?

The proper function and service of kitchen appliances and IT equipment are essential staples of our SPRRC program and Goodwill. Our application is a request to fund the purchase of new refrigeration and cooking appliances for the kitchen at the GIS Gandy center, and update the computer equipment used for employment opportunities and digital literacy by the re-entry residents, and meet the needs of the re-entry staff in documenting and reporting re-entry program and resident information to the FL Dept. of Corrections. The appliances to be replaced are of extreme age, and now require continuing repairs to ensure they are working correctly and safely. The kitchen staff are also used for culinary training and to obtain industry certification for both employees and re-entry residents, who work in the kitchen prior to securing jobs in the community.

The average age of appliances is greater than 10 years. Replacement of the listed commercial refrigeration and cooking appliances will allow for the kitchen staff proper equipment for consistent food quality preparation/production, appliance safety, and support culinary training on newer model appliances in the kitchen for an projected 10+ years.

IT is an important piece of the SPRRC program, both for residents and the program staff. Updated IT equipment is an essential need in order to maintain accurate documentation of program resident activities, meet required (HIPAA/State of FL DOC) privacy requirements, and ensure confidentiality, security and that case management software operates to fullest capacity. The age of the current equipment is more than 6+ years. The requested computers will support employment services for the residents, with WRIM computers only used by staff for program documentation (required by DOC), a new server box that expands our ability to host up to 12 virtual servers, with required management server software to ensure the program technology needs are being met. The new IT equipment will support each of these measures for our SPRRC program and it is projected that the new IT equipment will provide necessary technology support for a minimum of 5 years.

These identified capital improvement projects will have great impact in providing services to our clientele, address our highest health, safety and programmatic concerns that are the subject of this grant application.

Guiding Principles - Client Impact*

The American Rescue Plan Act, which provides the funding for this grant program, aims to ensure an equitable recovery from the COVID-19 pandemic. The term “equity” is defined as:

The consistent and systematic fair, just, and impartial treatment of all individuals, including individuals who belong to underserved communities that have been denied such treatment, such as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color; members of religious minorities; lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons; persons with disabilities; persons who live in rural areas; and persons otherwise adversely affected by persistent poverty or inequality.

One of the guiding principles of this fund is that it will apply a lens of equity to ensure the needs of specified priority populations are met.

Will this purchase benefit the community members defined above that have experienced disproportionate negative impacts from the COVID-19 pandemic? If so, how?

Yes, the requested items will enable GIS to continue to perform services at the highest level, for our re-entry residents, employees/volunteers/visitors on-site daily. Goodwill’s own established guiding principle, these 2 in particular, support our need for identified items:

Integrate Accessibility, Safety and Security- As an organization that seeks to minimize the impacts of disabling and disadvantaging conditions, Goodwill respects the importance of accessibility, safety and security of all customers, service participants and team members we serve. We strive to make all points of service and employment accessible and safe.

Value Work and Lifelong Learning as Transformational - We believe that work and lifelong learning transform lives and strengthen communities, and demonstrate this through our services to both the community and our team members.

GIS both employs, and through our programs, serves individuals reflective of underserved communities. Individuals receive training through in-person and online classes/programs, perform job search, complete applications/resumes, and are coached, supported, and monitored via technology equipment/software. Updated IT equipment supports our ability to provide high-quality virtual employment and workforce services for both management and clientele.

The GIS kitchen prepares and serves over 4000 cold and hot meals a month, both to people in the cafeteria as well as in the community, in addition to 600+ meals per day for re-entry residents. SPRRC annually houses 400+ women who Goodwill safely houses, feeds, counsel and monitor while helping to prepare them to re-enter the community successfully. The items requested will assist our SPRRC residents and staff as they move forward to take jobs in the community and/or make strides toward their career goals. and support our mission of transforming lives through lifelong learning and the power of work.

Number Served*

How many people will directly benefit from this capital purchase annually?

49000

Unduplicated vs. Duplicated*

Is the number indicated above duplicated or unduplicated?

Duplicated: A client is counted each time they access services

Unduplicated: A client is counted once, regardless of the number of times they access services

Example: ABC Food Bank operates two mobile food pantries, one in Clearwater and one in St. Petersburg. Taylor, a Pinellas County resident, goes to both food pantries. If ABC Food Bank counts Taylor's visit TWICE, it is duplicated. If ABC Food Bank counts Taylor's visit ONCE, it is unduplicated.

Duplicated

Other (Explanation Required)

If you selected "Other" in the previous question, please explain how your organization determined the number of clients that will benefit from the proposed capital purchase.

[Unanswered]

The American Rescue Plan Act (ARPA) prioritizes organizations that either have headquarters or carry out the majority of their operations inside Qualified Census Tracts (QCTs). QCTs are a standard method of identifying communities with a large proportion of low-income residents. The U.S. Department of Housing and Urban Development determines what areas qualify as QCT.

To assess if your organization serves or is headquartered in a QCT, use the following link:

https://www.huduser.gov/portal/sadda/sadda_qct.html

In the top right-hand corner, choose the state of Florida and Pinellas County. Then on the left-hand side of the screen, click the box next to "Color QCT Qualified Tracts." The QCT zones are denoted in purple. You can also map your address by adding it into the address box at the top to see if your location is inside the zones.

Below, please provide the location of your operations and the location of your headquarters, if different.

Headquarters Location*

Please provide your organization's headquarters address as it appears on your Sunbiz account. To check your Sunbiz registration, you may search here: <https://dos.myflorida.com/sunbiz/search/>

10596 Gandy Blvd. St. Petersburg, FL 33701

QCT Determination - Headquarters*

Is this organization headquartered in a QCT?

No

Purchase Location*

Where will the majority of the activities related to the purchase(s) take place?

Examples

- If you are proposing the purchase of a van that will deliver to multiple areas within Pinellas County, specifically mention what areas those are.
- If your purchase enables remote access to your services, such as telehealth, provide geographical data around where the majority of your clients reside (presuming they will access your services from their residence).

The SPRRC residential program is located on the property of the Goodwill-Suncoast main campus, our primary corporate hub and home to multiple Goodwill workforce and youth programs. All appliances and IT equipment will be housed on the Gandy campus. More than 4000 meals are served each month throughout the year via the Goodwill cafeteria kitchen.(breakfast, lunch, dinner) The SPRRC program is monitored and staffed 7 days a week, 24 hours a day. IT functions operate continuously each day. Employment services and workforce training are offered to program participants and employees, to support each person's individual career expectations and goals. Individuals served, including those exiting the re-entry center program, live throughout the community and are not tracked by address. The GIS cafeteria kitchen and IT capital needs list supports people we serve and employ.

QCT Determination - Purchase*

Does this organization's proposed purchase benefit residents of QCTs?

No

Community Connection

This section aims to capture general demographic data about your organization and to see how you engage with and represent the community you serve. PCF has generalized the demographic data questions more than it has in other processes because of the public nature of this process. PCF understands that identity disclosure can be a sensitive matter, and wants to respect your organization's board and staff. If your organization feels comfortable sharing more detailed demographic information, it may do so in the "Community Representation and Connection" section.

Community Representation and Connection*

Describe how your organization is representative of, or has authentic connections to, the community your proposal seeks to serve. You can list other community-based organizations that work on programming with you and/or list examples of your work within this community.

From the beginning, Goodwill has provided services to those who are challenged with barriers to employment. These barriers are often identified by people with minimal education and job skills, disabilities, a history of incarceration, addictions, and the low- income population of both adults and youth. GIS corporate and workforce centers are in the heart of Pinellas county. Our workforce programs offer employment

services such as skills training to upskill, reskill or learn new skills, digital and financial literacy, job search and placement, and resource referrals to aid job seekers.

GIS has a strong base of business partners in Pinellas County, (more than 60) to support job placement for our re-entry residents and program participants. GIS also partners with area colleges and schools, and other nonprofits/organizations to offer classes and course certifications, hold job fairs, and provide support to people served by other agencies, etc. Goodwill has strong affiliation and partnerships with St. Petersburg College, pTEC, and other area training providers, CareerSource Pinellas, PARC, Suncoast Mental Health, St. Pete Free Clinic, Pinellas HOPE, Foundation for a Healthy St. Pete, Forward Pinellas, Catholic Charities, PERC, area probation and parole providers, the Tampa Bay Human Trafficking Coalition, Area Agency on Aging, Gulf Coast Community Family Services, and many more.

Since our earliest years, GIS has served a large population of individuals with disabilities, language barriers, and/or have limited work experience/skills. As our program participants consistently change, we know that individuals GIS serves every day, as well as our own employee base, is very diverse as to ethnicity, language barriers and skill levels. Our bi-lingual Career Navigators and Employment Specialists support individuals struggling with the English language, and offer training materials and resources for those who speak little to no English. Goodwill lives its mission inside out, offering support and training for employees to reskill/upskill or gain new skills to aid in excelling in their job and/or in a chosen career path.

Leadership Demographics - Board Membership*

Do your board members consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

BIPOC

Leadership Demographics - Executive Level Leadership Team*

Does your executive leadership team consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ (Lesbian, Gay, Bisexual, Transgender, Queer+)
- Neurodiverse/physically disabled

If your organization is volunteer-run and does not have an executive leadership team, please select "Not applicable."

BIPOC

Leadership Demographics - CEO/Executive Director*

Does your CEO/Executive Director consider themselves a member of one or more of the following populations? Check all that apply.

- BIPOC defined as Black, Latino, and Indigenous and Native American persons, Asian Americans and Pacific Islanders and other persons of color
- LGBTQ+ defined as Lesbian, Gay, Bisexual, Transgender, Queer+
- Neurodiverse/physically disabled

If your organization is volunteer-run and does not have an executive leader, please select "Not applicable."

None of the above

Proposal Costs

Purchase Estimates/Bids*

You must combine all bids/estimates into one file.

Attach current verifiable bids, estimates, or price lists [from your potential vendor(s)]. Please ensure there is a date listed or when you obtained these estimates/bids, as they must be from within the past sixty (60) days.

- If your purchase is **BELOW** \$75,000, you must upload **TWO** verifiable bids or estimates for the proposed purchases.
- If your purchase is **EQUAL TO** or **MORE THAN** \$75,000, you must upload **THREE** verifiable bids or estimates for your proposed purchases.

This can be as simple as screenshots from Amazon or Best Buy (though PCF does not endorse or recommend any specific vendor) or may be from specialized vendors that sell your proposed purchase. If you have concerns regarding bids or estimates, please reach out to PCF staff.

GIS Small Purchases Quotes.pdf

Sole Source*

In some cases, a proposed small purchase is only available from a single vendor, and as such, only one bid/estimate can be uploaded. If this is the case for your organization, please explain in the field below. Otherwise, write "N/A" below.

Yes, the IT server and software required to operate the server, and the software for our wide-area-network (WAN) are proprietary and therefore we have submitted just their cost for these items.

1) The VMWave-vSphere Rack server and Essential Plus software offers Goodwill the ability to host multiple Goodwill virtual servers through the network through just one server box. The software is required to operate the Rack server.

1) Manage Engine software offers operating system deployment and management for Goodwill Windows 10 computers and mobile devices. The software allows for IT to remote into staff computers to

patch/repair/support computers, manage IT inventory, ensures security of system and data throughout our network.

Related Parties*

Are any of the contractors/vendors that have provided bids/estimates a related party to your organization?

Examples of Related Parties

- A board member that owns the contracting company that provided a bid
- The relative of a director, officer, or executive team member owns a company that provided an estimate
- The CEO of the applying organization has a financial interest in the construction company providing a bid

If yes, identify the vendor and describe the relationship.

If no, write "No related parties below."

No related parties

Budget Summary*

Please use THIS TEMPLATE to indicate costs and any cash match your organization may have for the proposed purchases. Note: this spreadsheet will automatically round numbers to make it easier to read for committee members.

Please note that indirect costs are not permitted for small purchases.

If you have additional notes to add to your budget summary, you may do so in the text box below.

APRA Goodwill Suncoast -Small-Capital-Grant budget 9.8.22.xlsx

Included in the bid package is a specific list of the items requested and as well lists the age and condition of appliances and IT equipment requested to be replaced and/or bought to more fully support our Goodwill and the SPRRC program.

Other Funding Sources*

Please describe any other funding not already mentioned that your organization has applied for or obtained for this purchase.

This includes but is not limited to Community Block Development Grants (CBDG), local government grants (including Tourist Development Council funding), foundation grants, and private donors (you do not need to disclose donor identities but simply indicate the amount raised for this purchase). This includes any matching grants or in-kind contributions you may have obtained.

Please be sure these other funding sources are represented in the "Applicant Match" column in the budget summary uploaded above.

N/A

Changes in Operating Costs*

Please answer this question based on the descriptions below:

- If this project **increases** ongoing operational costs (programmatic, operating maintenance or other costs), how will you compensate for the difference?
- If this purchase **decreases** ongoing operating costs, how will it do so?
- If this purchase **does not affect** operating costs, please note so below.

The items listed for purchase are anticipated to support decreased, ongoing operating costs. This will be achieved through the reduction of fees associated with the ever-changing need for repair of kitchen appliances, safety and liability. The purchase of updated IT equipment will support the upgrade old technology and software to meet current technology needs necessary to properly serve our program participants and management (program oversight).

Organization Documentation

Please reach out to PCF staff if you have trouble uploading the files below. We are able to assist with file conversion and file compression.

Organization Budget*

Please upload your most recent, board-approved organizational budget for this fiscal year. PDF and Excel documents are accepted.

2022-2023 GIS Operational Budget.xlsx

Board of Directors List*

Please upload your Board of Directors list.

Excel, Word, and PDF file formats are accepted.

Board Directory 2021-22_1.pdf

IRS Form 990*

Please upload a PDF copy of your most recently submitted IRS Form 990.

If Form 990 from your most recent fiscal year is delayed or you have received an extension, please explain in the text space below. You may also explain if you don't have a Form 990 due to organization type. You should still upload the most recent publicly available 990.

If you file a Form 990-EZ and do not have anything to attach, please note so below.

Only PDF files are permitted.
GIS Form 990-dated 2.2.21.pdf

Most Recent Financial Statements*

Upload a PDF version of your most recent financial statements. If you have audited financial statements, please upload the most recently conducted audit. If you do not have a recent audit, please explain why.

Goodwill Audited Financials 2020-2021.pdf

Insurance Requirements

Evidence of Insurance Coverage*

Grantees of the ARPA Nonprofit Capital Project Fund will be required to maintain appropriate insurance related to your operations and this purchase. PCF will determine whether this coverage is appropriate.

Please upload evidence of insurance.

If your organization does not have evidence of insurance coverage, please provide an explanation as to why.

Certificate of Insurance 9.5.22.pdf

Insurance Requirement*

If you are awarded a contract from the ARPA Nonprofit Capital Project Fund, you will be required to list Pinellas Community Foundation as an additional insured through your general liability insurance or other appropriate coverages for the duration of the contract. If you would like to check with your insurance carrier on how to do this, here is the information about PCF you will need:

Pinellas Community Foundation
17755 US Highway 19 N
Suite 150
Clearwater, FL 33764
727-531-0058

Please check the box below to indicate that you understand and will be able to comply with this requirement if you are awarded a contract.

PCF will not ask for a certificate naming us as additional insured until the contracting stage.

Yes, I understand and will comply with this requirement if awarded a contract.

Post-Grant Requirements

Reporting Requirements Acknowledgment*

Grantees will be required to submit a pre-award agreement within two weeks of receiving an award notice. In addition, grantees will be required to submit a report within 30 days after the purchase is completed.

Financial information justifying all expenditures will also need to be provided. This includes but is not limited to:

- Invoices
- Canceled checks
- Credit card statements, along with a record of paying the credit card.

If you have any questions, please contact Rose Cervantes, ARPA Program Officer at rcervantes@pinellascf.org.

Yes, I agree to submit this grant agreement and impact report within the specified timeframes.

Additional Information

Budget Summary

NO LONGER USED, REPLACED IN APP WITH UPLOAD FIELD INCLUDED

Please use **THIS TEMPLATE** to indicate costs and any cash match your organization may have for the proposed purchases.

Please note that indirect costs are not permitted for small purchases.

If you have additional notes to add to your budget summary, you may do so in the text box below.

Additional Upload

If you have something to share, you can upload it here in PDF format.

Anything else to share?

Is there anything else that you would like Pinellas Community Foundation to know or other information your organization would like to share that isn't addressed elsewhere in this application?

Brief Project Descriptor

Please briefly describe this organization's request.

File Attachment Summary

Applicant File Uploads

- GIS Small Purchases Quotes.pdf
- APRA Goodwill Suncoast -Small-Capital-Grant budget 9.8.22.xlsx
- 2022-2023 GIS Operational Budget.xlsx
- Board Directory 2021-22_1.pdf
- GIS Form 990-dated 2.2.21.pdf
- Goodwill Audited Financials 2020-2021.pdf
- Certificate of Insurance 9.5.22.pdf



Pinellas Community Foundation
ARPA Small Grant Application
by
Goodwill Industries-Suncoast Inc.

Kitchen Appliance Bid/Quote Packages

HPS Package

GFS Quote (Ice Machine/parts only)

C-Kitchen Package

Katom Package

Chernoff Package (Dishwash Machine only)

Webstaraunt Quote (Ice Machine part)

IT Equipment Bid/Quote Package

Dell – Computers Quote

Discount Computer Depot – Computers Quote

Manage Engine (Proprietary software)

VMWare-VSphere Quote –

(Server-Proprietary Required Software)

Kitchen Equipment

Preferred Vendors

Model #	Manufacturer	Equipment	Age of Old Equipment	Why Needed	HPS-Single \$	HPS	GFS-Single \$	GFS	*Single-C-Kitchen	*CKitchen	Katom	Chernoff	Webstaurant Online
TUC-60-32F-HC	True Mfg	Reach-in Undercounter Freezer	3/1/2009	Current unit is 13 years old and broken. Refrigerator to ensure food at required temperature during prep time while cooking.		\$7,897.21				\$8,562.71	\$6,917.20		
TRCB-48	True Mfg	Chef Base -Refrigerated base with pull out drawer	n/a	Base is a refrigerator under the griddle-keeps food cold prep/cook time		\$8,330.00				\$9,031.97	\$7,296.28		
Star 548TGF	Star-Max	Griddle, Electric Countertop	3/1/2006	Appliance is 16 years old, is aging out and need replacement.		\$3,900.97				\$4,445.10	\$3,349.99		
527-SB	CMA+Temp-Sure Fi	Commercial Dishmachine B 44" - w continuous supply 140 degree hot water	8/8/2007	Dish Machine is 15 years old, parts repair, needs replacement.		\$7,008.59					\$6,837.53	\$7,780.50	
SG14-S	Pitco Frialator	Natural gas Soltice Floor fryers (2)	3/1/2011	Both fryers are 11 years old, one previously caught fire/was repaired. Potential electrical/Fire hazard. Needs replaced/depacement	3460.29	\$6,920.58			\$3,295.52	\$6,591.04	\$2,308.75		
Vulcan VP18	Vulcan	Heated Holding Proofing Cabinet	3/1/2009	Current model is 13 years, and constantly requires repair. Unit keeps hot foods warm during meal service.		\$3,076.87				\$3,115.00	\$2,716.96		
FD-650MAJ-C	Hoshizaki	Nugget Ice Maker for drink dispenser	3/1/2009	Both soda ice machines are broken-different makers. Relying on 1 small ice production machine/bagged ice. Units need replacement.				\$6,537.95		\$2,782.75	\$5,383.36		
FD-1002MAJ-C	Hoshizaki	Nugget Ice Maker for drink dispenser	3/1/2009	Different model - soda ice machines. Relying on 1 small ice production machine/bagged ice. Units need replacement.				\$8,220.21		\$2,782.75	\$6,768.13		
629083802TE Kit	Cornelius	Dispenser ice bin adapters (2)	3/1/2009	Connects ice maker to ice dispenser			\$621.03	\$1,242.06					1799.64
SL-Series SLGS/22SC	Southbend	Gas Double Deck Convection Oven 66.8" H.	11/1/2009	Unit is 13+ years old, consistently having to replace worn parts. Needs to be replaced.		\$11,498.59					\$15,836.00		
STG2RPT-2G-2S-HC	True Mfg	Pass-thru cooler glass front doors /SS rear door	3/1/2009	Cooler glass front unit holds the dell meat and other dairy products. The current unit is 13 years old, not in good repair and should be replaced.		\$11,946.80				\$12,858.13	\$11,259.43		
GDM-23-HC~TSL01	True Mfg	Reach in cooler	3/1/2009	Glass front cooler holds prepared refrigerated foods for ready access/purchase by residents, staff, volunteers and outside the organization. Sales support Goodwill mission programs. The current display is 13 years old, not in good repair and should be replaced.		\$5,339.20				\$5,606.50	\$3,343.59		
GDM-41SL-HC-LD	True Mfg	SlimLine reach in cooler -glass door with lock	7/1/2016	Cooler unit holds the milk and dairy products for the residents meals and staff.		\$6,804.46				\$8,051.09	\$5,516.87		

IT Equipment

					Single - Dell	Dell	Single - Discount Computer Depot	Discount Computer Depot	Single - Tiger Direct Business	Tiger Direct Business	VMWare-vSphere (Proprietary)	Manage Engine (Proprietary)
7060 Tower	Dell OptiPlex	Employment Computers (10)	2015	Current computers used by residents to perform job search/apply online/set interviews/digital literacy training	493.98	\$ 4,939.80	\$ 600.00	\$ 6,000.00				
7050 Mini Tower Desktop	Dell	WRIM Computers (16) w/ wireless keyboard & mouse	2015	Computers aging, need to be updated. Required for FL Dept. of Correction case management	516.03	\$ 8,256.48			\$629.00	\$10,064.00		
PowerEdge R550 Rack Server	VMWare-Vsphere	New Host Server (Host)	New	Need additional server storage. This Server Box hosts multiple virtual servers through the network.							\$ 15,150.87	
Essential Plus Kit	VMWare-Vsphere	Server Monitoring and Management Software	New	Required server software to operate new server							\$ 5,596.00	
Endpoint Central UEM Edition	Manage Engine	ManageEngine Endpoint Central UEM Edition	New	Proprietary system -for imaging/Operating System deployment and mgmt. for Windows 10 & mobile devices								\$ 1,732.00

GRAND TOTAL \$124,398.64



- Restaurant Equipment
- Commercial Refrigeration
- Food Preparation
- Smallware
- Storage & Transport
- Disposables
- Restaurant Furniture
- Janitorial Supply
- Kitchen Supplies
- Business Type

CKitchen Refrigeration Equipment Undercounter Freezers

True Mfg. - General Foodservice TUC-60-32F-HC 60.25" 2 Section Undercounter Freezer with 2 Left/Right Hinged Solid Doors and Front Breathing Compressor

SKU#: TUC-60-32F-HC Add to wishlist



\$8,562.71

You will earn 8563 Reward Points.

Add to cart

OR

Request a Quote for your price

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CHECK AVAILABILITY ?

FINANCE FOR \$184.01/mo. ?

2022 model, meets the newest EPA and DOE codes.



View all True Mfg. - General Foodservice Undercounter Freezers

Specifications

Access Type **Doors**



4.8 ★★★★★
Google
Customer Reviews



What can we help you find?



- Restaurant Equipment
- Commercial Refrigeration
- Food Preparation
- Smallware
- Storage & Transport
- Disposables
- Restaurant Furniture
- Janitorial Supply
- Kitchen Supplies
- Business Type

Kitchen Restaurant Equipment Commercial Grills Griddles

Star 548TGF Star-Max® 48" Countertop Electric Griddle with Thermostatic Controls, 208-240 Volts ★★★★★ (4) ▾

SKU# 548TGF [Add to wishlist](#)



\$4,445.10

In Cart

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[CHECK AVAILABILITY](#) ?

FINANCE FOR \$77.22/mo. ?

Warranty
2 year parts & labor warranty standard



[View all Star Griddles](#)

Specifications

Installation Type	Countertop
Construction	Stainless and Aluminized Steel
Series	Star-Max®
With Griddle	Yes
Brand	Star



4.8 ★★★★★
Google
Customer Reviews



What can we help you find?



- Restaurant Equipment
- Commercial Refrigeration
- Food Preparation
- Smallware
- Storage & Transport
- Disposables
- Restaurant Furniture
- Janitorial Supply
- Kitchen Supplies
- Business Type

CKitchen Refrigeration Equipment Chef Bases

True Mfg. - General Foodservice TRCB-48 48.38" 2 Drawer Refrigerated Chef Base with Marine Edge Top - 115 Volts

SKU#: TRCB-48 [Add to wishlist](#)



\$9,031.97

You will earn 9032 Reward Points.

Add to cart

OR

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Or enter your email to receive the price **SEND**

CHECK AVAILABILITY ?

FINANCE FOR **\$194.10mo.** ?

2022 model, meets the newest EPA and DOE codes.

Compressor warranty

Warranty - 5 year compressor (self-contained only), please visit www.TrueMfg.com for specifics



View all True Mfg. - General Foodservice Chef Bases



4.8 ★★★★★
Google
Customer Reviews



What can we help you find?

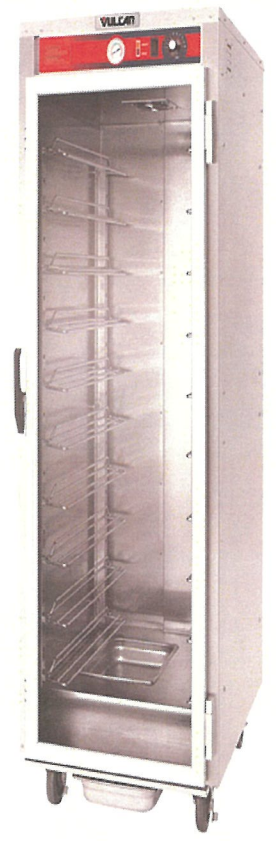


- Restaurant Equipment
- Commercial Refrigeration
- Food Preparation
- Smallware
- Storage & Transport
- Disposables
- Restaurant Furniture
- Janitorial Supply
- Kitchen Supplies
- Business Type

CKitchen Restaurant Equipment Food Holding And Warming Equipment Holding Cabinets

Vulcan VP18 Full Height Glass Door Non-Insulated Mobile Proofing and Holding Cabinet, 120 Volts

SKU#: VP18 Add to wishlist



\$3,115.00

You will earn 3115 Reward Points.

Add to cart

OR

Request a Quote for your price

Attention!
Order by **9/1/2022** to save before the price increases!

CHECK AVAILABILITY

FINANCE FOR \$57.99mo.?

Warranty
1 year limited parts & labor warranty, standard
10 year warranty on heating elements, standard



View all Vulcan Holding Cabinets

Specifications

- Size: Full Height
- Insulated: No



4.8 ★★★★★
Google Customer Reviews

VULCAN VP18 FULL HEIGHT GLASS DOOR NON-INSULATED MOBILE PROOFING AND HOLDING CABINET, 120 VOLTS



What can we help you find?



- Restaurant Equipment
- Commercial Refrigeration
- Food Preparation
- Smallware
- Storage & Transport
- Disposables
- Restaurant Furniture
- Janitorial Supply
- Kitchen Supplies
- Business Type

CKitchen Restaurant Equipment Fryers Floor Model Gas Fryers

Pitco SG14-S Solstice Series 15 - 50 lb. Gas Floor Model Full Pot Fryer with Millivolt Controls - 110,000 BTU

★★★★★ (7) SKU#: SG14-S [Add to wishlist](#)



~~XXXX~~ **\$3,295.52**

You will earn 258 Reward Points.

Add to cart

OR

[Request a Quote for your price](#)

CHECK AVAILABILITY ?

FINANCE FOR \$54.97/mo. ?



[View all Pitco Floor Model Gas Fryers](#)

Specifications

Total BTU	110,000 BTU
Control Type	Millivolt
Series	Solstice Series
Construction	Stainless Steel
Burner Style	Tube
Brand	Pitco Frialator



4.8 ★★★★★
Google
Customer Reviews



Ship To:
Goodwill Industries Suncoast
Nora Callahan
10596 Gandy Blvd.
St. Petersburg, FL 33702

Bill To:
Goodwill Industries Suncoast

From:
E. Friedman Associates Inc.
Scott Groves
400 Rella Blvd, Ste. 123-83
Ste. 123-83
Montebello, NY 10901
718-338-5800 2364
347.394.4265 (Contact)

Job Reference Number: 9708

QUOTATION VALID FOR 30 DAYS.

Item	Qty	Description	Sell	Sell Total
1	2 ea	ICE MAKER, CUBE-STYLE Manitowoc Model No. IYT0450A  Indigo NXT™ Series Ice Maker, cube-style, air-cooled, self-contained condenser, 30"W x 24"D x 21-1/2"H, production capacity up to 490 lb/24 hours at 70°/50° (378 lb AHRI certified at 90°/70°), easyTouch display with 13 different language options, date/time stamp display, automatic reminder/alert icon, one touch asset information, automatic detection of accessories, continuous operating status, programmable production options (time, weight, day or night), one touch cleaning with displayed instructions, Alpha-San anti-microbial protection, acoustical ice sensing probe, self-diagnostic technology, DuraTech™ exterior, half-dice size cubes, R410A refrigerant, NSF, cULus, CE, ENERGY STAR®	\$2,782.75	\$5,565.50
	2 ea	WARRANTY-ICE-SC 3 year parts & labor (Machine), 5 year parts & labor (Evaporator), 5 year parts & 3 years labor (Compressor), standard		
	2 ea	(-161) 115v/60/1-ph, 11.9 amps		
			ITEM TOTAL:	\$5,565.50
1 ea		FREE FREIGHT EFA Model No. FREE FREIGHT Free freight to any location in the Continental USA.		
				
1 ea		MANUFACTURER'S LEAD TIME EFA Model No. LEAD TIME Lead time from this manufacturer is 60 - 90 days.		
1 ea		PAYMENT OPTIONS EFA Model No. PAYMENT OPTIONS PAYMENT OPTIONS ARE AS FOLLOWS:		

Item	Qty	Description	Sell	Sell Total
------	-----	-------------	------	------------

1.) PAYMENT IN FULL BY MAJOR CREDIT CARD
 2.) PAYMENT BY BANK TRANSFER OR CHECK (2 % DISCOUNT AVAILABLE FOR THIS OPTION. CHECKS REQUIRE A FIVE BUSINESS DAY CLEARANCE TIME PRIOR TO PROCESSING. WIRE TRANSFERS PROCESS AS SOON AS FUNDS ARE RECEIVED.)
 3.) NET 30 TERMS AVAILABLE UPON APPROVAL BY OUR CREDIT DEPARTMENT.

Total \$5,565.50

Manufacturer Summary

Mfr	FOB	ZIP	Class	Weight	Good Until	Terms	Notes
EFA							
Manitowoc	Destination	38019	92.5	340			
Manitowoc	Destination	54221-1720	92.5				

Acceptance: _____ Date: _____

Printed Name: _____

Project Grand Total: \$5,565.50



What can we help you find?



- Restaurant Equipment
- Commercial Refrigeration
- Food Preparation
- Smallware
- Storage & Transport
- Disposables
- Restaurant Furniture
- Janitorial Supply
- Kitchen Supplies
- Business Type

ckitchen Refrigeration Equipment Merchandisers Merchandiser Refrigerators

True Mfg. - General Foodservice **GDM-23-HC~TSL01 27"** Black 1 Section Swing Refrigerated Glass Door Merchandiser

SKU#: GDM-23-HC-TSL01 [Add to wishlist](#)



\$5,606.50

You will earn 347 Reward Points.

Add to cart

OR

[Request a Quote for your price](#)

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CHECK AVAILABILITY ?

FINANCE FOR \$73.62^{mo.} ?



2022 model, meets the newest EPA and DOE codes.



CHAT NOW
With Jennifer

4.8 ★★★★★
Google
Customer Reviews



What can we help you find?



- Restaurant Equipment
- Commercial Refrigeration
- Food Preparation
- Smallware
- Storage & Transport
- Disposables
- Restaurant Furniture
- Janitorial Supply
- Kitchen Supplies
- Business Type

Ckitchen Refrigeration Equipment Pass-Thru Refrigerators

True Mfg. - General Foodservice **STG2RPT-2G-2S-HC 52.63"** 56.0 cu. ft. 2 Section Glass/Solid Door Pass-Thru Refrigerator SKU#: STG2RPT-2G-2S-HC [Add to wishlist](#)



\$12,858.13

You will earn 12743 Reward Points

Add to cart

OR

Request a Quote for your price

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Or enter your email to receive the price **SEND**

CHECK AVAILABILITY

FINANCE FOR \$273.84mo.²

2022 model. meets the newest EPA and DOE codes.

Compressor warranty

Warranty - 7 year compressor (self-contained only), please visit www.TrueMfg.com for specifics (updated warranty sheet pending from True)



4.8 ★★★★★
Google
Customer Reviews



What can we help you find?



- Restaurant Equipment
- Commercial Refrigeration
- Food Preparation
- Smallware
- Storage & Transport
- Disposables
- Restaurant Furniture
- Janitorial Supply
- Kitchen Supplies
- Business Type

Ckitchen Refrigeration Equipment Merchandisers Merchandiser Refrigerators

True Mfg. - General Foodservice Mfg. - Specialty Retail Display GDM-41SL-HC-LD Slim Line Refrigerated Merchandiser

SKU#: GDM-41SL-HC-LD Add to wishlist



\$8,051.09

You will earn 6813 Reward Points.

Add to cart

OR

Request a Quote for your price

[Login / Register to view all OUR PRICES!](#)

Or enter your email to receive the price **SEND**

CHECK AVAILABILITY ?

FINANCE FOR \$146.42/mo. ?

Compressor warranty

Warranty - 7 year compressor (self-contained only), please visit www.TrueMfg.com for specifics



[View all True Mfg. - General Foodservice Merchandiser Refrigerators](#)

Specifications

Brand True Mfg. - Specialty Retail Display





CHERNOFF

Quote

08/31/2022

Project:
Good Will Suncoast

From:
Chernoff Sales, Inc.
Cindy Kettles
6280 NW 27th Way
Ft.Lauderdale, FL 33309
(941)726-6612

Project Code: GOOD_WIL

Pricing is based on manufacturers terms and conditions, and is subject to change.
Below pricing does not include shipping charges. Equipment does not include
factory startups.

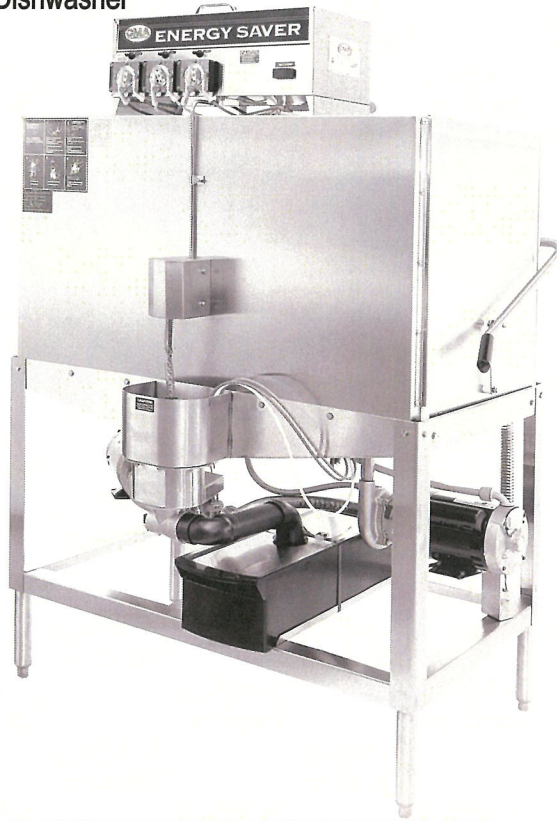
Item	Qty	Description	Sell	Sell Total
1	1 ea	DISHWASHER, DOOR TYPE CMA Dishmachines Model No. B Energy Mizer® Dishwasher, door type, 44" W, double rack, low temperature chemical sanitizing with priming switches, top mounted controls, auto "start/stop", straight-thru design, (80) racks/hour, delimer switch, extended height wrapper, Poly Pro™ scrap accumulator, stainless steel construction, includes (1) open & (1) peg rack, 1 HP wash pump, ENERGY STAR®, cULus, ETL-Sanitation	\$6,187.35	\$6,187.35
	1 ea	115v/60/1-ph, 30.0 amps, standard		
	1 ea	TEMP-SURE FI Factory installed Temp-Sure (self contained 12.0 kw heater), continuous supply of 140°F hot water, requires a separate 208-240V / 1 or 3 phase, cULus, NSF	\$1,593.15	\$1,593.15
2		PLEASE NOTE THIS QUOTATION IS FOR BUDGET ONLY. ADDITIONAL DELIVERY CHARGES WILL APPLY. DOES NOT INCLUDE INSTALLATION. THIS WOULD BE PURCHASED THROUGH A LOCAL DEALER.		
			Merchandise	\$7,780.50
			Subtotal	\$7,780.50
			Total	\$7,780.50



CHEMICAL SANITIZING DOUBLE RACK DISHWASHER

B

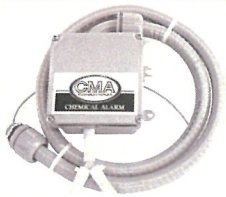
Low Temperature Double Rack Dishwasher



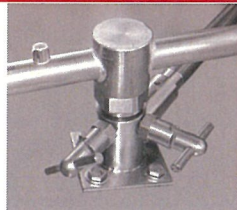
FEATURES

- 80 racks / 320 covers per hour.
- Large 20-1/2" clearance for dishes.
- Economical to operate. Uses as little as .97 gallons of water per rack.
- All stainless steel construction assures long life and years of trouble free operation.
- Unique spray arm system features upper and lower stainless steel wash arms with reinforced end caps.
- Top mounted controls include built-in chemical pumps and deliming system that assures proper chemical usage.
- Auto start/stop makes operation safe and easy.
- Built-in Poly Pro scrap accumulator with all stainless steel drawer prevents food soil from entering drain system.
- Water inlet comes with built-in strainer, prevents debris from clogging the water valve.
- Dishmachine comes with 2 dishracks.
- Stainless steel impeller offers extended life and service.
- Stainless Steel scrap tray, long lasting.

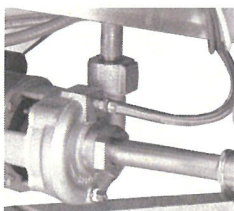
CMA MODEL: B



Low Chemical Alarm is an audible alarm and warning light feature that gives a warning when sanitizer product is nearly empty.



Unique pull-pin design allows wash arms to be easily removed for cleaning.



Pump purging system improves results by eliminating soil and chemical carryover during rinse cycle.

AVAILABLE OPTIONS

- Solid/Powder Dual Bowl Dispenser
- Temp-Sure heater assures a continuous supply of 140°F hot water guarantees excellent results. Requires a separate 208-240v 3 phase 40 amp power supply.
- Alternative Cycle Times
- Alternative Voltages Available
- Stainless Steel Tables
- Stainless Steel Scrap Trap in lieu of Poly Pro
- Slant Shelf 21"X42"



Project:
GOODWILL ST PETERSBURG- ice
machine

From:
Gordon Food Service
Eric Raines
PO Box 1787.
Boynton Beach, FL 33426 4212
7742261743

Item	Qty	Description	Sell	Sell Total
1	1 cs	NUGGET ICE MAKER Hoshizaki Model No. FD-650MAJ-C Ice Maker, Cubelet-Style, 22"W, air-cooled, self-contained condenser, production capacity up to 634 lb/24 hours at 70°/50° (495 lb AHRI certified at 90°/70°), stainless steel finish, H-Guard Plus antimicrobial agent, compressed cubelet style ice, Advanced CleanCycle24™, R404A refrigerant, 115v/60/1-ph, 11.3 amps, NSF, UL 1 cs Warranty: 3-Year parts & labor on entire machine 1 cs Warranty: 5-Year parts on compressor & air-cooled condenser 1 cs 3 wire with neutral for 115v, standard Current lead time end of September , freight and liftgate additional.	6,537.95	6,537.95
			ITEM TOTAL:	6,537.95
2	1 cs	NUGGET ICE MAKER Hoshizaki Model No. FD-1002MAJ-C Ice Maker, Cubelet-Style, 22"W, air-cooled, self-contained condenser, production capacity up to 890 lb/24 hours at 70°/50° (726 lb AHRI certified at 90°/70°), stainless steel finish, H-Guard Plus antimicrobial agent, compressed cubelet style ice, Advanced CleanCycle24™, R-404A refrigerant, 115v/60/1-ph, 15.2 amps, NSF, UL 1 cs Warranty: 3-Year parts & labor on entire machine 1 cs Warranty: 5-Year parts on compressor & air-cooled condenser Current lead time end of January 2023 ,freight and liftgate additional.	8,220.21	8,220.21
			ITEM TOTAL:	8,220.21
3	1 ea	ICE BIN, PARTS & ACCESSORIES Cornelius Model No. 629083802TE Cornelius 629083802TE KIT ADAPTER ED200/250 14IN WIL	621.03	621.03
			ITEM TOTAL:	621.03



Total 15,379.19

Acceptance: _____ Date: _____

Printed Name: _____

Project Grand Total: 15,379.19

Food Service Equipment



Phone: (800) 632-4572 | Fax: (269) 795-1189

08/25/2022

TW123180

Quote

To: Goodwill Industries - Suncoast #3552
 Nora Callahan
 10596 Gandy Blvd
 St. Petersburg, FL 33702-
 (727) 423-4160 (Contact)
 nora.callahan@goodwill-
 suncoast.com

From: HPS
 Tammy Wilcox
 Customer Service Representative
 3275 N M-37 Highway
 Middleville, MI 49333
 (800) 632-4572 (Contact)
 twilcox@hpsnet.com

Ship To: Goodwill Industries - Suncoast #3552
 10596 Gandy Blvd
 St Petersburg, FL 33702-

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DUE TO INCREASE IN DELIVERY DAMAGE, PLEASE READ IMPORTANT INFORMATION ABOUT YOUR DELIVERY AT BOTTOM OF QUOTE.

Item	Qty	Description	Sell	Sell Total
1	1 ea	REACH-IN UNDERCOUNTER FREEZER True Mfg. - General Foodservice TUC-60-32F-HC Deep Undercounter Freezer, -10°F, side mounted self-contained refrigeration, (2) stainless steel doors, (4) PVC coated adjustable wire shelves, stainless steel top & sides, aluminum interior with stainless steel floor, 5" castors, R290 Hydrocarbon refrigerant, 1/2 HP, 115v/60/1-ph, 5.8 amps, NEMA 5-15P, cULus, UL EPH Classified, Made in USA 1 ea Self-contained refrigeration standard 1 ea Warranty - 7 year compressor (self-contained only), please visit www.Truemfg.com for specifics 1 ea Warranty - 5 year parts & labor, please visit www.Truemfg.com for specifics 1 ea Castors, 5" (36" work surface height) standard Free Freight To Loading Dock Weight: 365 lbs total	\$7,897.21	\$7,897.21
			Extended Total:	\$7,897.21
2	1 ea	GRIDDLE, ELECTRIC, COUNTERTOP Star 548TGF Star-Max® Heavy Duty Griddle, electric, countertop, 48" W x 20-3/4" D cooking surface, 1" thick polished steel griddle plate, 150°-450°F snap-action thermostat and 4000 watt element every 12", welded steel frame with stainless steel top and front, splash guard & grease trough, aluminized steel sides, chrome metal knobs, grease drawer, 4" steel legs, cULus, UL EPH Classified, CSA, Made in USA 1 ea 2 year parts & labor warranty, standard 1 ea (548TGF) 208/240v/60/1-ph or 3-ph, 12.0/16.0 kW, field wired (Field	\$3,715.21	\$3,715.21

Item	Qty	Description	Sell	Sell Total
	1 ea	convertible), standard FRT Estimated Freight Charges to loading dock Weight: 350 lbs total	\$185.76	\$185.76
			Extended Total:	\$3,900.97
4	1 ea	CHEF BASE True Mfg. - General Foodservice TRCB-48 Refrigerated Chef Base, 48-3/8"W, one-piece 300 series 18 gauge stainless steel top with V edge, (2) drawers (accommodates (2) 12" x 20" x 4" pan/drawer, NOT included), stainless steel front/sides, aluminum back, aluminum interior with stainless steel floor, 4" castors, 1/5 HP, 115v/60/1-ph, 5.4 amps, NEMA 5-15P, cULus, UL EPH Classified, Made in USA 1 ea Self-contained refrigeration standard 1 ea Warranty - 5 year compressor (self-contained only), please visit www.Truemfg.com for specifics 1 ea Warranty - 3 year parts & labor, please visit www.Truemfg.com for specifics 1 ea NOTE: Installation of heat shield is recommended for optimum performance, to be provided by others 1 ea Standard marine edge top 1 ea 4" Castors, standard 1 ea Free Freight To Loading Dock Weight: 325 lbs total	\$8,330.00	\$8,330.00
			Extended Total:	\$8,330.00
5	1 ea	HEATED HOLDING PROOFING CABINET, MOBILE Vulcan VP18 Proofing Heated Cabinet, mobile, non-insulated, (18) 18" x 26" x 1" sheet pans or (36) 12" x 20" x 2-1/2" steam table pans, fan & air tunnel, includes (10) pair of adjustable tray slides 3" OC, 1/2 gallon water pan, switch can be set to proof or set for heated holding up to 190° F, glass door, stainless steel construction, includes drip trough & removable drip pan, 5" casters; 2 swivel, 2 rigid with locks, 120v/50/60/1-ph, 2.0kW, cord with NEMA 5-20P, cULus, UL EPH 1 ea 1 year limited parts & labor warranty, standard 1 ea 10 year warranty on heating elements, standard 1 ea Free Freight To Loading Dock Weight: 236 lbs total	\$3,076.87	\$3,076.87
			Extended Total:	\$3,076.87

Thank you for the opportunity to provide this quote for you. Please contact me if you have any questions, need more information or would like to place an order.

Thanks again,

Tammy
HPS Customer Service
twilcox@hpsnet.com

Pricing does not include freight charges unless otherwise noted.

FREIGHT ESTIMATES MUST BE CONSIDERED APPROXIMATE GUIDELINES ONLY AND DO NOT INCLUDE ANY NON-COMMERCIAL, LIMITED ACCESS, LIFTGATE FEES & FUEL SURCHARGES THAT MAY APPLY.

Please verify all Dimensions and any Voltage & Phase or any Gas types before placing an order.

Verify equipment will fit through all doorways and sufficient turning room exists at all points along route to final destination inside building.

Food Service Equipment



Phone: (800) 632-4572 | Fax: (269) 795-1189

08/29/2022

TW123235

Quote

To: Goodwill Industries - Suncoast #3552
Nora Callahan
10596 Gandy Blvd
St. Petersburg, FL 33702-
(727) 423-4160 (Contact)
nora.callahan@goodwill-
suncoast.com

From: HPS
Tammy Wilcox
Customer Service Representative
3275 N M-37 Highway
Middleville, MI 49333
(800) 632-4572 (Contact)
twilcox@hpsnet.com

Ship To: Goodwill Industries - Suncoast #3552
10596 Gandy Blvd
St Petersburg, FL 33702-

"Invoices paid with credit card are subject to a 3% processing fee"

DUE TO INCREASE IN DELIVERY DAMAGE, PLEASE READ IMPORTANT INFORMATION ABOUT YOUR DELIVERY AT BOTTOM OF QUOTE.

Item	Qty	Description	Sell	Sell Total
1	1 ea	DISHWASHER, DOOR TYPE CMA Dishmachines B Energy Miser® Dishwasher, door type, 44" W, double rack, low temperature chemical sanitizing with priming switches, top mounted controls, auto "start/stop", straight-thru design, (80) racks/hour, delimer switch, extended height wrapper, Poly Pro™ scrap accumulator, stainless steel construction, includes (1) open & (1) peg rack, 1 HP wash pump, ENERGY STAR®, cULus, ETL-Sanitation Dimensions 60.5(h) x 44.25(w) x 25.25(d)	\$5,573.50	\$5,573.50
	1 ea	115v/60/1-ph, 30.0 amps, standard		
	1 ea	TEMP-SURE FI Factory installed Temp-Sure (self contained 12.0 kw heater), continuous supply of 140°F hot water, requires a separate 208-240V / 1 or 3 phase, cULus, NSF Weight: 404 lbs total	\$1,435.09	\$1,435.09
			Extended Total:	\$7,008.59

Thank you for the opportunity to provide this quote for you. Please contact me if you have any questions, need more information or would like to place an order.

Thanks again,

Tammy
HPS Customer Service
twilcox@hpsnet.com

Pricing does not include freight charges unless otherwise noted.

Food Service Equipment



Phone: (800) 632-4572 | Fax: (269) 795-1189

08/25/2022

TW123204

Quote

To: Goodwill Industries - Suncoast #3552
 Nora Callahan
 10596 Gandy Blvd
 St. Petersburg, FL 33702-
 (727) 423-4160 (Contact)
 nora.callahan@goodwill-
 suncoast.com

From: HPS
 Tammy Wilcox
 Customer Service Representative
 3275 N M-37 Highway
 Middleville, MI 49333
 (800) 632-4572 (Contact)
 twilcox@hpsnet.com

Ship To: Goodwill Industries - Suncoast #3552
 10596 Gandy Blvd
 St Petersburg, FL 33702-
 Fryer

"Invoices paid with credit card are subject to a 3% processing fee"

DUE TO INCREASE IN DELIVERY DAMAGE, PLEASE READ IMPORTANT INFORMATION ABOUT YOUR DELIVERY AT BOTTOM OF QUOTE.

Item	Qty	Description	Sell	Sell Total
1/2	1 ea	GAS FLOOR FRYER Pitco Frialator SG14-S Solstice™ Fryer, gas, floor model, full frypot, 40-50 lb. oil capacity, millivolt control ONLY, includes drain line cleanout rod & drain extension, stainless steel tank, front, door & sides, 110,000 BTU, NSF, CE, CSA Flame, CSA Star, AuGA (free standing, stand alone only fryer - special price)	\$2,616.85	\$2,616.85
	1 ea	1 year parts and labor warranty from the date of installation up to a maximum of 15 months from the date of manufacture (with appropriate documentation), standard		
	1 ea	Natural gas		
	1 ea	P6072145 Basket, (2) oblong/twin size, 13-1/2" x 6-1/2" x 5-3/4" deep, long handle, regular mesh (shipped std (n/c) with models "T" SG14, SG14R, SSH55, SE14, SE14X, SE14B, SG14T, 35+, 45+, fryer batteries shipped with (1) per fryer		
	1 ea	B2101501 Tank Cover, 18 gauge light duty, for models: SG14/14T/14R, SGBNB14, SSH55/55T/55R/55TR, SSH60/60R (with out basket lifts)	\$241.57	\$241.57
	1 st	B3901504 Casters, 9" adjustable swivel (set of 4) non-lock rear & lock front casters, solstice supreme, SG, SE, VF and flat bottom fryers, pasta cookers, rethermalizers, BNB	\$334.13	\$334.13
		Free Freight to loading dock Weight: 200 lbs total		
			Extended Total:	\$3,192.55
2	1 kt	BLUE HOSE GAS CONNECTOR KIT Dormont Manufacturing 1675KIT48PS Dormont Blue Hose™ Moveable Gas Connector Kit, 3/4" inside dia., 48" long,	\$255.24	\$255.24

Food Service Equipment



Phone: (800) 632-4572 | Fax: (269) 795-1189

08/25/2022

TW123206

Quote

To: Goodwill Industries - Suncoast #3552
 Nora Callahan
 10596 Gandy Blvd
 St. Petersburg, FL 33702-
 (727) 423-4160 (Contact)
 nora.callahan@goodwill-
 suncoast.com

From: HPS
 Tammy Wilcox
 Customer Service Representative
 3275 N M-37 Highway
 Middleville, MI 49333
 (800) 632-4572 (Contact)
 twilcox@hpsnet.com

Ship To: Goodwill Industries - Suncoast #3552
 10596 Gandy Blvd
 St Petersburg, FL 33702-
 Double Convection Oven

"Invoices paid with credit card are subject to a 3% processing fee"

DUE TO INCREASE IN DELIVERY DAMAGE, PLEASE READ IMPORTANT INFORMATION ABOUT YOUR DELIVERY AT BOTTOM OF QUOTE.

Item	Qty	Description	Sell	Sell Total
1	1 ea	CONVECTION OVEN, GAS Southbend SLGS/22SC SilverStar Convection Oven, gas, double-deck, standard depth, solid state controls, stainless steel front, top & sides, aluminized steel rear, 60/40 dependent doors, interior light, 6" stainless steel legs, 144,000 BTU, (2) 1/2 HP, CSA, NSF (Note: Qualifies for Southbend's Service First™ Program, see Service First document for details)	\$10,620.33	\$10,620.33
	1 ea	Standard (1) year limited parts and labor warranty (reference warranty document for details)		
	1 ea	Natural Gas		
	1 ea	Standard power system		
	1 ea	Voltage to be specified		
	1 ea	6" Casters in lieu of legs	\$63.81	\$63.81
	1 ea	FRT Estimated Freight Charges to loading dock	\$534.21	\$534.21
		Weight: 1075 lbs total		
		Extended Total:		\$11,218.35
2	1 kt	BLUE HOSE GAS CONNECTOR KIT Dormont Manufacturing 1675KIT48PS Dormont Blue Hose™ Moveable Gas Connector Kit, 3/4" inside dia., 48" long, covered with stainless steel braid, coated with blue antimicrobial PVC, (1) SnapFast® QD, (1) full port valve, (2) 90° elbows, (1) Snap'N Go, (1) pair Safety Set® with hardware mounting options, limited lifetime warranty	\$255.24	\$255.24
	1 kt	FRT Estimated Freight Charges	\$25.00	\$25.00

Food Service Equipment



Phone: (800) 632-4572 | Fax: (269) 795-1189

08/25/2022

TW123205

Quote

To: Goodwill Industries - Suncoast #3552
 Nora Callahan
 10596 Gandy Blvd
 St. Petersburg, FL 33702-
 (727) 423-4160 (Contact)
 nora.callahan@goodwill-
 suncoast.com

From: HPS
 Tammy Wilcox
 Customer Service Representative
 3275 N M-37 Highway
 Middleville, MI 49333
 (800) 632-4572 (Contact)
 twilcox@hpsnet.com

Ship To: Goodwill Industries - Suncoast #3552
 10596 Gandy Blvd
 St Petersburg, FL 33702
 Refrigerated Merchandiser, Pass-Thru
 Refrigerator & Slim Line Refrigerated
 Merchandiser

"Invoices paid with credit card are subject to a 3% processing fee"

DUE TO INCREASE IN DELIVERY DAMAGE, PLEASE READ IMPORTANT INFORMATION ABOUT YOUR DELIVERY AT BOTTOM OF QUOTE.

Item	Qty	Description	Sell	Sell Total
1	1 ea	REFRIGERATED MERCHANDISER	\$3,356.76	\$3,356.76
		True Mfg. - General Foodservice GDM-23-HC~TSL01		
		Refrigerated Merchandiser, one-section, True standard look version 01, (4) shelves, (1) Low-E thermal glass hinged door, LED interior lights, powder coated steel exterior, white aluminum interior with stainless steel floor, R290 Hydrocarbon refrigerant, 1/3 HP, 115v/60/1-ph, 5.4 amps, NEMA 5-15P, cULus, UL EPH Classified, CE, Made in USA, ENERGY STAR®		
	1 ea	NOTE: Commonly stocked model in black exterior, white exterior, & in right & left hinge; verify availability with factory		
	1 ea	NOTE: Commonly stocked model in right & left hinge; verify availability with factory		
	1 ea	Self-contained refrigeration standard		
	1 ea	Warranty - 5 year parts & labor, please visit www.Truemfg.com for specifics		
	1 ea	Warranty - 7 year compressor (self-contained only), please visit www.Truemfg.com for specifics		
	1 ea	Door hinged right standard		
	1 ea	Exterior: Stainless steel, for 1 section units	\$460.55	\$460.55
	1 ea	Interior: Stainless steel, with white shelves, for 1 section units	\$559.89	\$559.89
	1 ea	S-PS Sign, Plain Stainless Steel in lieu of standard		
	1 st	830280 Castors, 2-1/2"	\$536.15	\$536.15
	1 ea	Barrel lock factory installed, one door model	\$254.93	\$254.93

Item	Qty	Description	Sell	Sell Total
	1 ea	PVC coated wire shelf, each (shelf clips included)	\$170.92	\$170.92
	1 ea	Free Freight To Loading Dock Weight: 355 lbs total		
			Extended Total:	\$5,339.20
2	1 ea	PASS-THRU REFRIGERATOR True Mfg. - General Foodservice STG2RPT-2G-2S-HC SPEC SERIES® Refrigerator, pass-thru, two-section, (2) glass doors front, (2) stainless steel doors rear, locks, cam-lift hinges, digital temperature control, (6) gray shelves, LED interior lights, stainless steel front, aluminum sides, aluminum interior, 5" castors, R290 Hydrocarbon refrigerant, 1/2 HP, 115v/60/1-ph, 5.9 amps, NEMA 5-15P, cULus, UL EPH Classified, Made in USA, ENERGY STAR®	\$11,752.50	\$11,752.50
	1 ea	Warranty - 7 year compressor (self-contained only), please visit www.Truemfg.com for specifics		
	1 ea	Warranty - 5 year parts & labor, please visit www.Truemfg.com for specifics		
	1 ea	Thermometer side: Left door hinged on left, right door hinged on right, standard		
	1 ea	Rear: Left door hinged on left, right door hinged on right, standard		
	1 ea	Chrome plated shelf (includes shelf clip supports) (specify for left, center or right section, if applicable), each	\$194.30	\$194.30
	1 st	5" castors (set of 4), standard		
NOTE: True only makes that Spec Series now in the Pass-Thru Cabinets, so the T-49PT is not available.				
	1 ea	Free Freight To Loading Dock Weight: 710 lbs total		
			Extended Total:	\$11,946.80
	1 ea	REFRIGERATED MERCHANDISER True Mfg. - Specialty Retail Display GDM-41SL-HC-LD Slim Line Refrigerated Merchandiser, two-section, (8) wire shelves, (2) Low-E thermal glass sliding doors, LED interior lights, powder coated steel exterior, white interior with stainless steel floor, R290 Hydrocarbon refrigerant, 1/2 HP, 115v/60/1-ph, 10.8 amps, NEMA 5-15P, cULus, UL EPH Classified, Made in USA	\$5,758.46	\$5,758.46
	1 ea	NOTE: Commonly stocked model in black exterior; verify availability with factory		
	1 ea	Self-contained refrigeration standard		
	1 ea	Warranty - 5 year parts and labor, please visit www.Truemfg.com for specifics		
	1 ea	Warranty - 7 year compressor (self-contained only), please visit www.Truemfg.com for specifics		
	1 ea	Exterior: Black powder coated steel, standard		
	1 ea	Interior: White aluminum, standard		
	1 ea	S-PS Sign, Plain Stainless Steel in lieu of standard		
	1 st	Castors, 2-1/2"	\$536.15	\$536.15
	1 ea	Barrel lock factory installed, slide two door model	\$338.93	\$338.93
	1 ea	PVC coated wire shelf, each (shelf clips included)	\$170.92	\$170.92
	1 ea	True Mfg. - General Foodservice Free Freight To Loading Dock Weight: 410 lbs total		
			Extended Total:	\$6,804.46

Thank you for the opportunity to provide this quote for you. Please contact me if you have any questions, need more information or would like to place an order.

Thanks again,

Tammy
HPS Customer Service
twilcox@hpsnet.com

Pricing does not include freight charges unless otherwise noted.

FREIGHT ESTIMATES MUST BE CONSIDERED APPROXIMATE GUIDELINES ONLY AND DO NOT INCLUDE ANY NON-COMMERCIAL, LIMITED ACCESS, LIFTGATE FEES & FUEL SURCHARGES THAT MAY APPLY.

Please verify all Dimensions and any Voltage & Phase or any Gas types before placing an order.

Verify equipment will fit through all doorways and sufficient turning room exists at all points along route to final destination inside building.

Pricing is subject to tariff & fuel surcharges due to current volatile economic situations.

PRICE INCREASES / AVAILABILITY / LEAD TIMES

*This quote is based upon the **manufacturer's current published price list.***

Freight delays and/or periodic shortages of raw materials and parts due to the worldwide pandemic may result in extended lead times and increased cost after your order is placed, which is out of our control.

HPS cannot be held responsible for any manufacturer cost increases or production delays to orders. We will communicate with you as soon as we are notified should any changes occur.

Important Information about your Delivery!

You are responsible for:

- Removing the shipment from the truck
- Bringing it into your location
- Noting damaged or missing items on the carrier's delivery receipt

Upon inspection, if any piece of the shipment is damaged or missing:

- Note it clearly on the delivery receipt before signing (ie - "missing 3 pieces", "holes in packaging", "multiple dents on table", etc).
- Keep your copy of the delivery receipt
- Contact us within 1 business day
- Keep the damaged packing materials for inspection
- Take pictures of the damaged items and packaging

If you do not make note of these issues in any way on the delivery receipt, we cannot guarantee any compensation for damaged or missing items. By signing your name on the delivery receipt without declaring these exceptions, you are stating that you have received your shipment in acceptable condition.

Acceptance: _____ Date: _____

Printed Name: _____



KaTom Restaurant Supply, Inc.
305 Katom Dr.
KODAK, TN 37764

Sales Quote

Sales Quote Number: 451799

Page: 1

Sales Quote Date: 9/7/2022	Due Date 9/7/2022	Ship Date 9/7/2022
Customer ID 308185	Contact	SalesPerson Andrew Marsh
Cust. Phone (727) 423-4160	Cust. Fax	Quote Expires:
NORA.CALLAHAN@GOODWILL-SUNCOAST.COM		

Sell
To: Goodwill Ind Suncoast
 Po Box 14456
 St Petersburg, FL 33733
 USA

Ship
To: Goodwill Ind Suncoast
 Po Box 14456
 St Petersburg, FL 33733
 USA

Terms CREDIT CARD	Ext Doc No.	Your Reference	Ship Via	Loc Code KODAK	Loc Phone	Loc Fax
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<u>Blueprint No.</u>	<u>Number</u>	<u>Description</u>	<u>Quantity</u>	<u>Unit</u>	<u>Unit Price</u>	<u>Total Price</u>
	598-GDM23S	REF MERCH (1)-SCT GD HC ES (SS EXT) Free Shipping to Customer ***Made in the USA***	1	EA	3,343.59	3,343.59
	598-STG2RPT2G2S	REFRIG PASSTHRU 2GLASS 2SOLID HC ***Made in the USA***	1	EA	11,259.43	11,259.43
	598-GDM41SLDK	Must Ship LTL SL REF MERCH 2 SCT F2 CD LED W-I HC ***Made in the USA*** Must Ship LTL	1	EA	5,516.87	5,516.87

Missing customs

*1872
A*

Sales Quote

Sales Quote Number: 451799

Page: 2

KaTom Restaurant Supply, Inc.
305 Katom Dr.
KODAK, TN 37764

Sales Quote Date: 9/7/2022	Due Date 9/7/2022	Ship Date 9/7/2022
Customer ID 308185	Contact	SalesPerson Andrew Marsh
Cust. Phone (727) 423-4160	Cust. Fax	Quote Expires:
NORA.CALLAHAN@GOODWILL-SUNCOAST.COM		

Sell
To: Goodwill Ind Suncoast
 Po Box 14456
 St Petersburg, FL 33733
 USA

Ship
To: Goodwill Ind Suncoast
 Po Box 14456
 St Petersburg, FL 33733
 USA

Terms CREDIT CARD	Ext Doc No.	Your Reference	Ship Via	Loc Code KODAK	Loc Phone	Loc Fax
-----------------------------	--------------------	-----------------------	-----------------	--------------------------	------------------	----------------

<u>Blueprint No.</u>	<u>Number</u>	<u>Description</u>	<u>Quantity</u>	<u>Unit</u>	<u>Unit Price</u>	<u>Total Price</u>
		Free Shipping to Customer				

Website: katom.com	Phone: (800) 541-8683	Fax: (800) 821-9130
---------------------------	------------------------------	----------------------------

This office will follow up with you within 24 hours to ensure you received this quotation. Quotation must be signed below to be official.

Submitted by: _____ **Accepted by:** _____

Subtotal: 20,119.89
 S, H, & I: 45.00
 Total Sales Tax: ~~1,411.54~~
 Total: 21,576.43

Federal and/or State tax laws may apply at the time of invoicing.

2 of 2
A

Sales Quote

Sales Quote Number: 451802

Page: 1

KaTom Restaurant Supply, Inc.
305 Katom Dr.
KODAK, TN 37764

Sales Quote Date: 9/7/2022	Due Date 9/7/2022	Ship Date 9/7/2022
Customer ID 308185	Contact	SalesPerson Andrew Marsh
Cust. Phone (727) 423-4160	Cust. Fax	Quote Expires:
NORA.CALLAHAN@GOODWILL-SUNCOAST.COM		

Sell
 To: Goodwill Ind Suncoast
 Po Box 14456
 St Petersburg, FL 33733
 USA

Ship
 To: Goodwill Ind Suncoast
 Po Box 14456
 St Petersburg, FL 33733
 USA

Terms CREDIT CARD	Ext Doc No.	Your Reference	Ship Via	Loc Code KODAK	Loc Phone	Loc Fax
-----------------------------	--------------------	-----------------------	-----------------	--------------------------	------------------	----------------

<u>Blueprint No.</u>	<u>Number</u>	<u>Description</u>	<u>Quantity</u>	<u>Unit</u>	<u>Unit Price</u>	<u>Total Price</u>
	169-SG14SNG	(NOMOD) FRYER FULL 40-50LB MILLI ONLY 110K FS/SA Free Shipping to Customer Must Ship LTL	1	EA	2,223.95	2,223.95
	381-28113S	PLATE CASTER UNVRSL 2.38x3.63"	1	ST 4	84.80	84.80
	348-SLGS22SCNG	(OO) SLV CNV OVEN GAS DBL STD SSC Free Shipping to Customer Must Ship LTL	1	EA	9,889.70	9,889.70

Website: katom.com **Phone:** (800) 541-8683 **Fax:** (800) 821-9130

This office will follow up with you within 24 hours to ensure you received this quotation. Quotation must be signed below to be official.

Submitted by: _____ **Accepted by:** _____

Subtotal:	12,198.45
S, H, & I:	59.63
Total Sales Tax:	858.07
Total:	13,116.15

Federal and/or State tax laws may apply at the time of invoicing.

Sales Quote

Sales Quote Number: 451891

Page: 1

KaTom Restaurant Supply, Inc.
305 Katom Dr.
KODAK, TN 37764

Sales Quote Date: 9/7/2022	Due Date 9/7/2022	Ship Date 9/7/2022
Customer ID 308185	Contact	SalesPerson Andrew Marsh
Cust. Phone (727) 423-4160	Cust. Fax	Quote Expires:
NORA.CALLAHAN@GOODWILL-SUNCOAST.COM		

Sell
To: Goodwill Ind Suncoast
 Po Box 14456
 St Petersburg, FL 33733
 USA

Ship
To: Goodwill Ind Suncoast
 Po Box 14456
 St Petersburg, FL 33733
 USA

Terms CREDIT CARD	Ext Doc No.	Your Reference	Ship Via	Loc Code KODAK	Loc Phone	Loc Fax
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Blueprint No.	Number	Description	Quantity	Unit	Unit Price	Total Price
	598-TUC6032F	DEEP UC FRZ SM (2)-DR HC ***Made In the USA*** Must Ship LTL	1	EA	6,917.20	6,917.20
	062-548TGF2081	Free Shipping to Customer SM HD GRIDDLE 48" SNAP 1"-PLT 208/1	1	EA	3,349.99	3,349.99
	598-IRCB48	Free Shipping to Customer Must Ship LTL CHEF BASE REFRIG 2DRAWER ***Made in the USA*** Must Ship LTL Free Shipping to Customer	1	CA	7,296.28	7,296.28

Sales Quote

Sales Quote Number: 451891

Page: 2

KaTom Restaurant Supply, Inc.
305 Katom Dr.
KODAK, TN 37764

Sales Quote Date: 9/7/2022	Due Date 9/7/2022	Ship Date 9/7/2022
Customer ID 308185	Contact	SalesPerson Andrew Marsh
Cust. Phone (727) 423-4160	Cust. Fax	Quote Expires:
NORA.CALLAHAN@GOODWILL-SUNCOAST.COM		

Sell
To: Goodwill Ind Suncoast
Po Box 14456
St Petersburg, FL 33733
USA

Ship
To: Goodwill Ind Suncoast
Po Box 14456
St Petersburg, FL 33733
USA

Terms CREDIT CARD	Ext Doc No.	Your Reference	Ship Via	Loc Code KODAK	Loc Phone	Loc Fax
-----------------------------	--------------------	-----------------------	-----------------	--------------------------	------------------	----------------

Blueprint No.	Number	Description	Quantity	Unit	Unit Price	Total Price
	207-VP18	(NOMOD) PROOFING HEAT CAB MOB X/I (18)-18X26 Must Ship LTL Free Shipping to Customer	1	EA	2,716.96	2,716.96
	527-SB	DISHWASHER POT/PAN DOOR 44"W Must Ship LTL Free Shipping to Customer	1	EA	6,837.53	6,837.53
	440-FD650MAJC	ICE MAKER 22" AIR/CUBELET 634LB SS 115/1 Free Shipping to Customer	1	EA	5,383.36	5,383.36

Sales Quote

Sales Quote Number: 451891

Page: 3

KaTom Restaurant Supply, Inc.
305 Katom Dr.
KODAK, TN 37764

Sales Quote Date: 9/7/2022	Due Date 9/7/2022	Ship Date 9/7/2022
Customer ID 308185	Contact	SalesPerson Andrew Marsh
Cust. Phone (727) 423-4160	Cust. Fax	Quote Expires:
NORA.CALLAHAN@GOODWILL-SUNCOAST.COM		

Sell
To: Goodwill Ind Suncoast
Po Box 14456
St Petersburg, FL 33733
USA

Ship
To: Goodwill Ind Suncoast
Po Box 14456
St Petersburg, FL 33733
USA

Terms CREDIT CARD	Ext Doc No.	Your Reference	Ship Via	Loc Code KODAK	Loc Phone	Loc Fax
-----------------------------	--------------------	-----------------------	-----------------	--------------------------	------------------	----------------

<u>Blueprint No.</u>	<u>Number</u>	<u>Description</u>	<u>Quantity</u>	<u>Unit</u>	<u>Unit Price</u>	<u>Total Price</u>
	440-FD1001MAJC	ICE MAKER CUBELET AIR SS 890LB 115V ES H-GUARD Free Shipping to Customer Must Ship LTL	1	EA	6,768.13	6,768.13

Website: katom.com	Phone: (800) 541-8683	Fax: (800) 821-9130
---------------------------	------------------------------	----------------------------

This office will follow up with you within 24 hours to ensure you received this quotation. Quotation must be signed below to be official.

Submitted by: _____ **Accepted by:** _____

Subtotal:	39,269.45
S, H, & I:	45.00
Total Sales Tax:	5,110.88
Total:	44,425.33

Federal and/or State tax laws may apply at the time of invoicing.

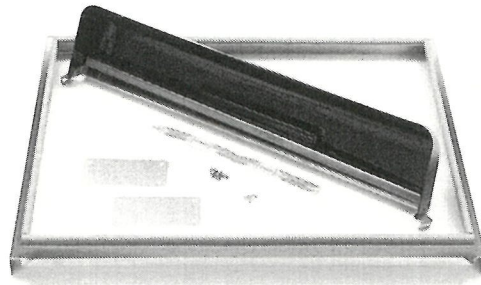
WebstaurantStore plus Free Shipping & Net 30! [Learn More](#)

- Restaurant Equipment
- Commercial Refrigeration
- Smallwares
- Storage & Transport
- Tabletop & Dinnerware
- Disposables
- Furniture
- Food & Beverage
- Janitorial Supplies
- Industrial Supplies
- Business Type

WebstaurantStore > Restaurant Equipment > Beverage Equipment > Beverage Equipment Parts > Refrigerated Beverage Dispenser Parts and Accessories > Cornelius 629088536 Adaptor Kit, 30", 1m Idc2Xx

Cornelius 629088536 Adaptor Kit, 30", 1m Idc2Xx

Leave a review Item #: HP629088536



Only **\$899.82/Each**

4 interest-free payments of \$224.99 Prequalify > [CREDIT KEY](#)

1

Earn up to \$26.99 back (2,609 points) with a Webstaurant Rewards Visa® Credit Card

✓ OEM part ensures warranty / agency compliance and best performance

UPC Code: 400014494817

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DELL

16 WRIM Computers \$8256.00



DELL 7050 Mini Tower Desktop Intel i5-7500 UP to 3.80GHz 32GB DDR4 New 512GB NVMe SSD + 2TB HDD Built-in AX200 Wi-Fi 6 BT Dual Monitor Support Wireless Keyboard and Mouse Win10 Pro (Renewed)

Visit the Amazon Renewed Store

★★★★★ 5 ratings | 3 answered questions

Price: **\$516.03**

Pay **\$28.67/month for 18 months**, interest-free with your Amazon Prime Rewards Visa Card

Style: **i5-7500 3.40Ghz**

i5-6500 3.20Ghz

i5-7500 3.40Ghz

i7-6700 3.40Ghz

i7-7700 3.60Ghz

Size: **32GB | NEW 512GB NVMe SSD + 2TB HDD**

16GB | 256GB NVMe SSD + 2TB HDD

10 Dell towers for Employment, Corrections (Refurbished) \$4930.00



Dell OptiPlex 7060 Tower High Performance Desktop Computer, Intel Six Core i7-8700 up to 4.6GHz, 16G DDR4, 512G SSD, WiFi, BT, 4K Support, DP, Win 10 Pro 64

English/Spanish/French(Renewed)

Visit the Dell Store

★★★★★ 2 ratings

\$493⁹⁸

Get **5% back (\$24.69 in rewards)** on the amount charged to your Amazon Prime Rewards Visa Signature Card.

Enhance your purchase

Payment plans

2 options from \$41.16/mo (12 mo) with 0% APR

One-time payment

\$493.98

600

16 WRIM Computers \$9600.00



Dell OptiPlex 7050 Computer
Tower i5 3.2GHz 8GB 512GB SSD
Windows 10 Pro
Intel CPU


\$600.00 Refurbished

[Discount Computer Depot](#)

Free delivery by Mon, Sep 12

4.5/5 ★ (275 store reviews)

10 Dell towers for Employment, Corrections (Refurbished) \$6299.00


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Desktop Computers >Desktop PCs >42634582



3 larger images and views



Dell OptiPlex 7060 SFF Desktop - Intel Core i7-8700 3.2GHz, 16GB RAM, 256GB SSD, Integrated Graphics, DVD, 1x USB-C, 2x DP, Win 11 Pro, 2 Years Warranty, Grade A Refurbished - J1-7060SA02-REF

Item#: 42634582 | Model#: J1-7060SA02-REF | **CERTIFIED REFURBISHED**

[Be the first to write a review](#)

Like 0

Tweet

List price: ~~\$1,359.99~~

Instant Savings: - \$730.00 (54%)

Price: **\$629⁹⁹**

\$9.99 Shipping

Shipping: In Stock. Usually ships next business day. [\(Details\)](#)

Zoho Corp is pleased to provide a price quote for ManageEngine products. You can see the pricing model in the table below.

ManageEngine Pricing

07 Sep 2022

Part Number	Product	No of License(s)	Unit Price in \$	Amount in \$
85201.2SCA4	ManageEngine Endpoint Central UEM Edition - Cloud Annual – upgrade fee for 800 endpoints prorated till 20 Jul 2023.	1	1,732.00	1,732.00
				Net Amount: \$1,732.00

Terms & Conditions

1. Validity

Prices are open for acceptance until 15 days from the date of offer. Please reconfirm the prices after the expiration date or before sending your Purchase Order.

2. Payment Terms

Net 30 Days.

3. Payment Mode

a. You can purchase through our online store (or) I can send you a customized link to purchase through a credit card.

b. Please issue Purchase Order via email **mithul@manageengine.com** along with the end user email address.

c. Please mention the Accounts Payable contacts in the PO.

d. Zoho Corp accepts payment by valid company check or wire transfer. Please contact Zoho Corp for wire transfer particulars.

Submit your Purchase Order to:

Mithul
E-mail: mithul@manageengine.com

Sincerely,

Mithul
Sales Coordinator

VMware vSphere Essentials Plus: Server Monitoring and Management Software: \$5,600

PRODUCTS UPGRADES AND ADD-ONS VMWARE LEARNING SUPPORT

Search Store



CART

Store Home / VMware vSphere Essentials Plus Kit



DATA CENTER VIRTUALIZATION & CLOUD
INFRASTRUCTURE

VMware vSphere Essentials Plus Kit

Price: **\$5,596.00**

VMware vSphere Essentials Plus Kit provides an all-in-one solution for small businesses to virtualize their physical servers and reduce hardware costs while ensuring superior high application availability and data protection.

Add to Cart

Quantity

1

Support Level

Basic

Technical Support, 12 Hours/Day, per published Business Hours, Monday through Friday. For more information about Basic Support [click here](#).

VMware Basic Support is designed for non-critical applications and platforms that require support during normal business hours.

PowerEdge R550 Rack Server Summary

Dell Price **\$15,150.87**

Server Box is a host to hold multiple virtual servers through the network all in one box for mission based.

Manage Engine Upgrade: adding imaging/Operating System deployment and management for Windows 10 computers and Mobile Device management

Server for Goodwill software – mission based.

ARPA Nonprofit Capital Project Fund – Small Purchases Budget

Organization Name: Goodwill Suncoast

Proposal Name: IT and Kitchen Remodel -SPRRC Re-entry program

A	B	C	D	E	F	G	H
Line Item	Item (Description)	Price Per Item	Quantity of Item	Purchase Total	ARPA Grant Funds Requested	Applicant Match	Funding Total
1	Reach-in Undercounter Freezer	\$7,897.21	1	\$7,897.21	\$7,897.21	\$ -	\$ 7,897
2	Chef Base -Refrigerated base with pull out drawer	\$8,330.00	1	\$8,330.00	\$8,330.00	\$ -	\$ 8,330
3	Griddle, Electric Countertop	\$3,900.97	1	\$3,900.97	\$3,900.97	\$ -	\$ 3,901
4	Commercial Dishmachine B 44" - w continuous supply 140 degree hot water	\$7,008.59	1	\$7,008.59	\$7,008.59	\$ -	\$ 7,009
5	Natural gas Soltice Floor fryers (2)	\$3,460.29	2	\$6,920.58	\$6,920.58	\$ -	\$ 6,921
6	Heated Holding Proofing Cabinet	\$3,076.87	1	\$3,076.87	\$3,076.87	\$ -	\$ 3,077
7	Nugget Ice Maker for drink dispenser	\$6,537.95	1	\$6,537.95	\$6,537.95	\$ -	\$ 6,538
8	Nugget Ice Maker for drink dispenser	\$8,220.21	1	\$8,220.21	\$8,220.21	\$ -	\$ 8,220
9	Dispenser ice bin adapters (2)	\$621.03	2	\$1,242.06	\$1,242.06	\$ -	\$ 1,242
10	Gas Double Deck Convection Oven 66.8" H.	\$11,498.59	1	\$11,498.59	\$11,498.59	\$ -	\$ 11,499
11	Pass-thru cooler glass front doors /SS rear door	\$11,946.80	1	\$11,946.80	\$11,946.80	\$ -	\$ 11,947
12	Reach in cooler	\$5,339.20	1	\$5,339.20	\$5,339.20	\$ -	\$ 5,339
13	SlimLine reach in cooler - glass door with lock	\$6,804.46	1	\$6,804.46	\$6,804.46	\$ -	\$ 6,804
14	Employment Computers (10) for TBCC-SPRRC	\$493.98	10	\$4,939.80	\$4,939.80	\$ -	\$ 4,940
15	WRIM Computers (16) for TBCC-SPRRC	\$516.03	16	\$8,256.48	\$8,256.48	\$ -	\$ 8,256
16	New Host Server (requires VMWare	\$15,150.87	1	\$15,150.87	\$15,150.87	\$ -	\$ 15,151
17	Vmware vSphere Essentials Plus: Server Monitoring and Management Software	\$5,596.00	1	\$5,596.00	\$5,596.00	\$ -	\$ 5,596.00
18	ManageEngine Endpont Central UEM Edition	\$1,732.00	1	\$1,732.00	\$1,732.00	\$ -	\$ 1,732.00
	TOTAL		44	\$ 124,399	\$ 124,399	\$ -	\$ 124,399

THE "PURCHASE TOTAL" AND "FUNDING TOTAL" COLUMN SHOULD BE EQUAL
 Columns E, H, and the "TOTAL" row are locked and cannot be edited

Key

Item (Description)	<i>Brief name/description of the purchase requested</i>		
Price per item	<i>The individual price of one unit of the proposed purchase</i>		
Quantity of Item	<i>The number of units of the proposed purchase you are requested</i>		
Purchase Total	<i>Total purchase cost of the proposed line item (quantity multiplied by price)</i>		
ARPA Grant Funds Requested	<i>The amount of ARPA funding requested for this line item</i>		
Applicant Match	<i>The amount (if any) that you, the applicant, are contributing towards the purchase of the line item</i>		
Funding Total	<i>Total funding for proposed line item (ARPA grant request plus applicant match)</i>		

Operating and Capital Budgets

Fiscal Year 2022-2023

Comparison of FYE 2022-2023 with FYE 2021-2022 Projected Annual Budget b

Operating/Capital Cash Flow Budget

Five-Year Budget Projection through 2026-2027 15-Year Retail Store Growt

Capital Needs Budget

GOODWILL INDUSTRIES-SUNCOAST, INC.	
COMPARISON OF FYE 2022-23 BUDGET WITH FYE 2021/22 PROJ	
FYE 2022-2023	
	FYE 2022-23 BUDGETED
EARNED REVENUE:	
Store Sales	60,573,776
Salvage & Other	2,687,849
Total Donated Goods	63,261,625
ReEntry Services	4,339,078
Workforce Development	191,256
Developmental Services	155,644
Vocational Services	223,100
JobWorks	1,213,608
Temp Staffing	521,040
GIS Mgmt.,Cafeteria, Other	669,234
Total Mission Services	7,312,960
Total Fund Development	1,260,143
Total General Administrative	139,206
Total Earned Revenue	71,973,934
EXPENSES:	
Stores	35,018,693
Processing/Warehousing	5,607,481
Collections	1,001,122
Transportation	2,488,444
Salvage	585,032
DG Management	1,554,076
Total Donated Goods	46,254,848
FYE 2022-23	BUDGETED

ReEntry Services	3,535,957
Workforce Development	228,251
Developmental Services	145,357
Vocational Services	363,821
JobWorks	1,066,004
Temp Staffing	(976,709)
GIS Mgmt.,Cafeteria, Other	1,107,578
HS Administration	642,169
Total Mission Services	6,112,428
Total Fund Development	712,814
Corporate	1,512,533
Finance	1,173,872
Marketing Communications	640,104
Human Resources	1,690,108
Facility Services	1,695,334
Risk Management	292,320
Security	375,549
Information Technology	1,750,271
GIA Dues and other	230,464
Total General Administrative	9,360,555
Total Expenses	62,440,645
Gain/(Loss)	9,533,289

GOODWILL INDUS

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	Jul-22	Aug-22
EARNED REVENUE:		
Store Sales	5,005,084	4,762,8
Salvage and Other	241,643	151,6
Total Donated Goods	5,246,727	4,914,5
ReEntry Services	363,753	363,7
Workforce Development	15,938	15,9
Developmental Services	12,937	12,9
Vocational Services	38,400	24,2
JobWorks	101,134	101,1
Temp Staffing	42,640	44,6

GIS Mgmt., Cafeteria, Other	55,971	55,9
Total Mission Services	630,773	618,5
Total Fund Development	53,965	54,9
Total General Administrative	10,379	10,1
Total Earned Revenue	5,941,844	5,598,2
EXPENSES:		
Stores	2,731,220	2,793,6
Processing/Warehousing	444,950	461,8
Collections	80,131	82,7
Transportation	197,730	207,9
Salvage	47,347	48,5
DG Management	123,072	132,0
Total Donated Goods	3,624,450	3,726,7
ReEntry Services	288,666	301,8
Workforce Development	11,866	20,7
Developmental Services	11,623	12,6
Vocational Services	29,103	31,4
JobWorks	85,708	92,8
Temp Staffing	(73,770)	(71,33
GIS Mgmt., Cafeteria, Other	87,317	89,4
HS Administration	50,265	51,4
Total Mission Services	490,778	529,1
Total Fund Development	43,284	46,6
	Jul-22	Aug-22
Corporate	109,304	113,5
Finance	91,667	97,6
Marketing Communications	50,347	57,2
Human Resources	93,367	99,7
Facility Services	135,357	140,4
Risk Management	22,165	23,9
Security	29,092	31,3
Information Technology	136,182	152,9
GIA Dues and other	15,613	15,6
Total General Administrative	683,094	732,5
Total Expenses	4,841,606	5,035,1

GOODWILL INDUSTRIES
Operating/

Jul-22 **Aug**

RECEIPTS:

Store Sales(Incl Sales Tax)	5,355,440
Mission Services:	
100% Month 3	527,783
Salvage and Other	
100% Cash Sale	241,643
Temporary Staffing (Month 3)	45,083
Cafeteria(Month of Sale)	10,466
GIS Mgmt Fee (Month Lag)	15,328
GIS Payroll Reimb	98,410
Fund Development Cash Receipts	45,215
Miscellaneous(Cash)	20,703
TOTAL RECEIPTS	6,360,071

DISBURSEMENTS:

Purchases	843,490
Payroll & Fringes(Excl. UI &WComp)	2,775,027
Rents & Leases	169,510
Utilities & Phones	314,975
Principal & Interest	371,468
Gen. Insurance, UI, Wcomp	95,156
State Sales Tax(Month Lag)	345,367
Mission Reinvestment Contribution	-
IRS SS payback	-
Capital Expenditures	293,014
Administrative Fees	147,087
TOTAL DISBURSEMENTS	5,355,094

NET CASH GAIN(LOSS) for Month	1,004,977
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Cash at Start of Month	38,000,000
Cumulative Cash	39,004,977
Less: Petty Cash & Store Funds	47,415

Cash Surplus/(Cash Shortage)	38,957,562
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GOODWILL INDUSTRIES-SUNCOAST, INC.
FIVE YEAR PLAN PROJECTION

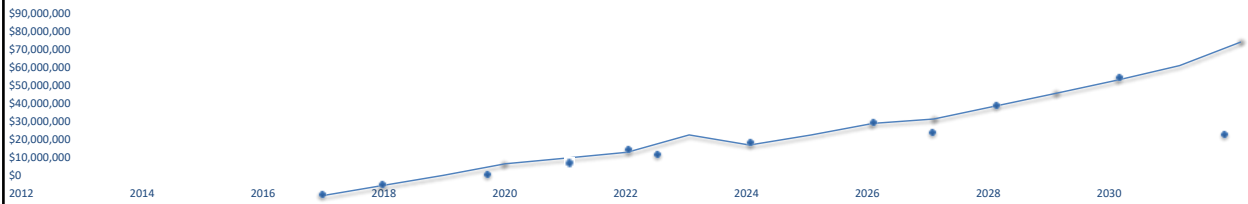
FYE 2022-2023		
	FYE 2021-22	FYE 2022-23
	PROJECTED	BUDGETED
EARNED REVENUE:		
Store Sales	59,205,835	60,573,776
Salvage & Other	2,760,250	2,687,849
Total Donated Goods	61,966,085	63,261,625
Corrections	4,832,520	4,339,078
Workforce Development	-	19,000,000
Developmental Services	149,146	15,000,000
Vocational Services	140,794	22,000,000
JobWorks	1,210,931	1,213,608
Temp Staffing	537,395	52,000,000
GIS Mgmt.,Cafeteria, Other	626,681	66,000,000
Total Mission Services	7,497,466	7,312,960
Total Fund Development	48,848	1,260,143
Total General Administrative	808,508	13,000,000
Total Earned Revenue	70,320,907	71,973,934
EXPENSES:		
Stores	30,597,414	35,018,693
Processing/Warehousing	4,928,785	5,607,481
Collections	921,404	1,001,122
Transportation	2,316,670	2,488,444
Salvage	595,628	58,000,000
DG Management	1,517,876	1,554,076
Total Donated Goods	40,877,778	46,254,848
Corrections	3,530,903	3,535,957
Workforce Development	-	22,000,000
Developmental Services	110,766	14,000,000
Vocational Services	263,983	36,000,000
JobWorks	1,018,645	1,066,004
Temp Staffing	(483,038)	(976,000)
GIS Mgmt.,Cafeteria, Other	852,203	1,107,578
HS Administration	673,187	64,000,000
Total Mission Services	5,966,648	6,112,428

Total Fund Development	699,313	71:
	FYE 2021-22	FYE 20:
	PROJECTED	BUDGET
Corporate	1,102,267	1,51:
Finance	1,091,431	1,17:
Marketing Communications	430,718	64:
Human Resources	1,097,111	1,69:
Facility Services	1,462,158	1,69:
Risk Management	245,674	29:
Security	365,491	37:
Information Technology	1,671,400	1,75:
GIA Dues and other	219,642	23:
Total General Administrative	7,685,892	9,36:
Total Expenses	55,229,632	62,44:
Gain/(Loss)	15,091,276	9,53:

15-YEAR RETAIL STORE GROWTH PLAN 2014-2028-S

Stores	FYE 2013	FYE 2014	FYE 2015	FYE 2016
	2013 data	Trinity	Wildwood	CWC Store
Outlets	\$2,074,607	\$2,282,633	\$2,354,000	\$2,598,000
Brandon SS	\$4,736,800	\$4,732,848	\$4,905,319	\$4,927,000
Spring Hill SS	\$3,829,900	\$3,760,552	\$3,983,523	\$4,182,000
Ocala SS	\$3,420,000	\$3,715,113	\$3,760,911	\$3,785,000
Hillsborough	\$3,037,900	\$3,111,221	\$3,167,249	\$3,130,000
Cypress Creek SS	\$3,171,800	\$3,243,039	\$3,564,148	\$3,805,000
Lakeland SS	\$2,941,000	\$2,901,813	\$3,022,313	\$3,068,000
Central Plaza	\$2,521,500	\$2,780,443	\$2,972,563	\$2,773,000
Gandy	\$2,394,300	\$2,644,841	\$2,775,581	\$2,908,000
Oldsmar SS	\$2,471,600	\$2,792,773	\$2,951,108	\$3,045,000
Plant City	\$1,313,900	\$1,458,973	\$1,441,676	\$1,471,000
Largo	\$912,300	\$919,024	\$1,008,161	\$1,025,000
Port Richey	\$872,900	\$0	\$0	\$0
Crystal River	\$931,000	\$1,041,158	\$1,090,504	\$1,080,000
Ruskin	\$997,300	\$1,136,673	\$1,257,078	\$1,217,000
Winter Haven	\$694,300	\$662,847	\$677,661	\$666,000
Trinity		\$2,393,104	\$2,689,961	\$3,125,000
Wildwood			\$1,100,324	\$3,184,000
CWC Store				\$435,000
Sebring SS				
34th ST				
Crosstown Store				
Riverview (Big Bend)				
Crystal River Relocation				
Winter Haven Relocation				
Largo Relocation				
North Dale Mabry				
S.Dale Mabry				
Pinellas Co.				
Pinellas Co./Tyrone				
University SS				
Carrollwood				
	\$36,321,107	\$39,577,055	\$42,722,080	\$46,440,000
E-commerce Sales		\$0	\$0	\$0
Annual Sales Increase Y-t-Y		109.0%	107.9%	108.0%
Comp Sales Increase Y-t-Y		104.9%	105.2%	102.0%

Retail Revenue





CAPITAL NEEDS 2022-2023

Total: \$3,500,000

Priority #	Department	Item Description
1	As Identified	Accessibility Contingency
2	As Identified	Safety Contingency
3	As Identified	AC Contingency includes Roof Top HVAC at Gandy Center (#20 Finance: \$15,000 #13 J-Wing: \$20,000) Roof Top HVAC at Cypress Creek SS Roof Top HVAC at Ocala SS
4	As Identified	Building Upgrade Contingency
5	As Identified	Equipment Contingency: All Cost Centers includes Stacker Replacements: Brandon SS, 34th St SS, Lake Oldsmar SS, Cypress Creek SS, and others as needed; Electric Fork Lift as needed
6	As Identified	Parking Lot Repair Contingency including Parking Lot Striping: Spring Hill SS, Ocala SS, Wildwood SS, ai SS
7	As Identified	Tree Trimming and Landscaping Maintenance including Wildwood SS: Tree, Irrigation and Landscapin Replacement
8	All Retail	Fixture Contingency
9	Marketing	Retail Video Monitor Contingency

10	As Identified	IT Software and Hardware Upgrades/Additions and Contingencies: Vmware vSphere Essentials Plus: Server Monitoring and Management Software: \$5,600 New Server (Host): \$15,000 Manage Engine Upgrade: adding imaging/Operating System deployment and management for 10 computers and Mobile Device management: \$3,700 Network Equipment: \$1,000 Power Equipment (UPS Replacements): \$1,500 Chromebooks (10) CEI Tampa General SEARCH s \$3,500 Employment Computers (10) Corrections TBCCC: \$5,200 WRIM Computers (16) Corrections TBCCC: \$8,320 Misc Software to replace GISnet functionality funds available
11	Corrections TBCCC	Start Up Costs for Software Replacement (SecureManage)
12	Gandy Café	Cafeteria Equipment and Renovations: Table Top Freezer: \$4,000 Wall Renovation: \$5,000 Grill with Refrigerator: \$6,000 Warmer: \$3,000 TV with Mount: \$1,000
13	Loss Prevention	Update Camera Systems: Lakeland SS, Spring Hill SS, Ruskin Store, Ocala SS, and as Needed
14	Property Mgmt	Truck Yard Fenceline and Landscape at Gandy Center
15	Property Mgmt	Re-wire Purchasing Electrical Panel
16	Lakeland SS	Partial Remodel: Replace AC Rooftop Units: \$100,000 Replace Roof: \$180,000 Reconfigure Check-out Counters: \$80,000 Job Connection Presence: \$36,000 Job Connection Signage: \$7,600 Replace Dressing Rooms: If funds available (\$30,000) Mission Signage: If funds available (\$5,900)
17	BookWorks	Replace Flooring Carryover
18	Digital Literacy	Additional Skills for Pepper
19	Property Mgmt	Gandy Center: Awning over Client Ramp Door: \$2,000 Client Break Area Landscape Leveling/Drainage: \$1,000
20	Property Mgmt	Gandy: Lobby Restroom Remodel
21	Property Mgmt	Floor Scrubber / Tri-Us 592-0009
22	Property Mgmt	Building A: Work Tables, Shelves, Benches, and Tools
23	Property Mgmt	Warehouse Restroom Remodel
24	IT/Finance	Robotic Process Automation Pilot with A/P
25	Job Connections/ Career Navigation	Gandy Center: Replace Carpeting Using Blue Carpet Tiles (3 Offices)
26	Transportation	2 53' Semi Trailers
27	Cypress Creek SS	Reface Building Sign and Retrofit to LED
28	Spring Hills SS	Reface Building Signs (4)
29	HR/IT	Replace HR Forms on GIS.net
30	Transportation	Graphic Wraps for Trailers/Trucks (6)
31	Workforce/Mission Services	Clearwater Center: Finish Fourth Quad Space: Cubicles for Two Staff, Phone, and IT drops

32	Marketing	GIS Website Redevelopment
33	CEI	Dewalt Two-Way Radios (24) for Tampa/St. Pete SEARCH Sites
34	Job Connections/ Career Navigation	Oversized Chair for Virtual Job Connection in Hillsborough (hospital grade material)
35	Plant City Store	Remodel: Interior and Exterior Work/Shopping Carts/Fixtures
36	IT	RFID Donated Goods Inventory System Development
37	Gandy Store	Resurface Breakroom Floor
38	Retail/Marketing	Loyalty Program Signage (\$1,000 per store)
39	Trinity Store	Reface Building Sign
40	Cypress Creek SS	Dock: Reconfiguration to Level Off Trailer
41	Largo Store	Reface Goodwill Sign and Logo Retrofit to LED
42	Crystal River Store	Add Fourth Register (Customer Service Counter)
43	Oldsmar SS	Truck Yard Gate
44	Winter Haven Store	New Awning in Front of Store
45	All Retail	New POS System Carryover: Pin Pads , Donation Kiosks, etc.
46	All Retail	Collapsible Container/Dollie: Finish Rollout
47	All Retail	Convert Two Stores to In-Line/Self-Checkout: Hardware/Fixturing/Floor work
48	Hillsborough Store	Sitework Donation Area
49	Transportation	4 Tractors Carryover
50	Supplemental Store Processing	Adding SSP Location: Hardware, IT Work and Fixturing
51	Property Mgmt	Warehouse Roof Recover
52	Property Mgmt	Gandy: Lobby Renovation
53	Corrections TBCCC	Renovations: Replace Control Room Work Counters/Cabinets: \$10,000 VCT Flooring Removed (17 units): \$58,000
54	IT	Identity Management system
55	Ruskin Store	Canopy/Awning over Donation Area
56	As Identified	Electronic Messaging Board System at multiple locations (controlled centrally by HR)

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ECTED

TRIES-SUNCOAST, INC.

AL BUDGET

YEAR 2022-23

	Sep-22	Oct-22	M	Apr-23	May-23	Jun-23	Total
48	4,837,377	5,838,687	5,331,136	5,053,545	5,088,833	4,948,103	60,573
81	156,760	410,065	224,006	222,511	222,511	222,511	2,687
29	4,994,137	6,248,752	5,555,142	5,276,056	5,311,344	5,170,614	63,261
53	372,902	357,902	363,753	357,902	363,753	363,753	4,339
38	15,938	15,938	15,938	15,938	15,938	15,938	197
37	12,937	12,937	12,937	12,937	12,937	12,937	151
00	6,600	-	39,900	5,500	16,800	-	223
34	101,134	101,134	101,134	101,134	101,134	101,134	1,213
00	42,600	45,800	39,300	40,700	35,700	45,100	523

71	55,971	56,120	55,128	55,128	55,128	55,128	66
33	608,082	589,831	628,090	589,239	601,390	593,990	7,31
95	136,245	64,825	132,295	54,995	188,758	126,245	1,26
45	11,000	9,576	12,876	10,503	10,245	10,503	13
02	5,749,464	6,912,984	6,328,403	5,930,793	6,111,737	5,901,352	71,973
69	2,821,701	3,175,519	2,987,771	2,848,904	2,992,244	2,897,814	35,018
06	452,378	464,135	486,189	458,082	487,851	477,646	5,60
89	81,622	82,634	86,026	81,715	86,096	84,659	1,00
57	202,132	198,660	216,116	202,926	216,229	211,890	2,48
16	47,932	48,536	49,899	48,001	49,909	49,276	58
57	127,600	125,897	135,552	121,841	136,072	131,570	1,55
94	3,733,365	4,095,381	3,981,553	3,761,469	3,968,401	3,852,855	46,254
17	293,159	293,589	305,895	281,648	301,156	293,042	3,53
21	19,823	18,925	20,740	18,055	20,755	19,855	22
61	12,205	11,775	12,726	11,315	12,726	12,255	14
60	30,282	29,928	31,905	28,331	31,935	30,744	36
98	89,354	86,118	93,449	82,802	93,449	89,900	1,06
31)	(72,480)	(87,269)	(84,015)	(88,071)	(84,315)	(85,567)	(976
42	101,284	89,895	94,778	102,068	95,140	91,468	1,10
76	50,899	50,717	52,068	50,388	52,441	51,870	64
44	524,526	493,678	527,546	486,536	523,287	503,567	6,11
57	44,720	65,171	50,413	42,984	94,928	45,952	71
	Sep-22	Oct-22	M	Apr-23	May-23	Jun-23	Total
48	109,656	106,730	116,048	104,138	116,048	112,467	
77	94,627	93,466	99,711	90,653	99,956	96,948	
29	58,053	53,301	54,462	48,951	54,462	52,625	
74	103,182	119,594	107,838	92,145	101,565	568,312	
66	138,887	135,320	143,950	132,287	146,875	141,554	
12	23,167	22,712	24,624	21,928	24,624	23,725	
63	30,228	30,780	33,264	29,661	33,264	32,063	
29	141,696	139,026	148,619	135,733	148,892	144,849	
13	25,325	15,613	25,831	15,925	15,925	25,831	
11	724,821	716,542	754,347	671,421	741,611	1,198,374	
06	5,027,432	5,370,772	5,293,859	4,962,410	5,328,227	5,600,748	6

STRIES - SUNCOAST, INC.

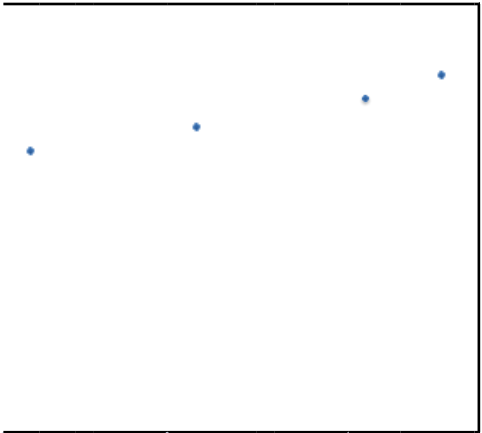
Capital Cash Budget

J-22	Sep-22	O	Fe	Mar-23	Apr-23	May-23
5,096,247	5,175,993	6,247,395	5,111,235	5,704,316	5,407,293	5,445,051
527,783	532,162	517,962	499,462	501,062	512,308	533,662
151,681	156,760	410,065	334,494	224,006	222,511	222,511
45,083	42,640	44,600	55,300	40,600	41,200	39,300
10,466	10,466	10,466	10,466	10,466	10,466	10,466
15,328	15,328	15,328	15,328	15,328	15,328	15,328
92,883	101,089	98,262	100,196	91,959	104,630	92,165
46,245	117,495	56,075	46,245	123,545	46,245	170,008
21,604	19,815	20,112	18,130	19,625	18,130	18,130
6,007,320	6,171,748	7,420,265	6,190,856	6,730,907	6,378,111	6,546,621
805,690	891,546	1,196,708	829,510	861,321	876,549	839,777
3,002,902	2,896,550	2,926,993	2,834,829	3,198,180	2,846,829	3,194,292
169,510	169,510	169,510	169,510	169,510	169,510	169,510
309,225	313,275	306,125	292,825	301,775	302,625	312,375
370,815	365,288	371,178	361,228	374,871	369,495	373,567
151,063	229,186	32,266	88,000	370,000	1,107,282	88,000
350,356	333,399	338,616	344,793	334,380	373,180	353,748
-	445,000			-	-	-
-	-			-	-	-
430,415	191,519	986,852	165,321	175,321	132,654	132,654
144,344	169,487	169,754	149,797	135,489	169,025	128,652
5,734,319	6,004,760	6,498,002	5,235,812	5,920,847	6,347,148	5,592,575
273,001	166,989	922,263	955,043	810,060	30,963	954,046
39,004,977	39,277,978	39,444,967	40,849,608	41,804,652	42,614,712	42,645,675
39,277,978	39,444,967	40,367,229	41,804,652	42,614,712	42,645,675	43,599,721
47,415	47,415	47,415	47,415	47,415	47,415	47,415
39,230,563	39,397,552	40,319,814	41,757,237	42,567,297	42,598,260	43,552,306

	FYE 2023-24	FYE 2024-
	PROJECTED	PROJEC
	64,684,137	68,901,240
	2,768,000	2,852,000
	67,452,137	71,753,240
	4,340,000	3,978,000
1,256	195,000	195,000
5,644	156,000	156,000
3,100	223,000	223,000
	1,250,000	1,288,000
1,040	542,000	564,000
9,234	569,000	580,000
	7,275,000	6,984,000
	1,285,000	1,311,000
9,206	142,000	145,000
	76,154,137	80,193,240
	37,470,000	39,718,000
	6,000,000	6,360,000
	1,071,000	1,135,000
	2,663,000	2,822,000
5,032	626,000	664,000
	1,601,000	1,649,000
	49,431,000	52,348,000
	3,536,000	3,291,000
8,251	229,000	229,000
5,357	150,000	156,000
3,821	375,000	390,000
	1,098,000	1,142,000
5,709)	(1,006,000)	(1,046,000)
	1,141,000	1,186,000
2,169	577,000	600,000
	6,100,000	5,948,000

2,814	734,000	764,000
22-23	FYE 2023-24	FYE 2024-
PROJ	PROJECTED	PROJEC
2,533	1,558,000	1,620,000
3,872	1,209,000	1,257,000
0,104	659,000	686,000
0,108	1,741,000	1,810,000
5,334	1,746,000	1,816,000
2,320	301,000	313,000
5,549	387,000	402,000
0,271	1,803,000	1,875,000
0,464	237,000	247,000
0,555	9,641,000	10,026,000
0,645	65,906,000	69,086,000
3,289	10,248,137	11,107,240

Store Sales Excluding Salvage and Titled Goods							
2016	FYE 2017	FYE 2018	FYE 2024	FYE 2025	FYE 2026	FYE 2027	FYE 2028
Store	Sebring	34th St & Crosstown Store	N.Dale Mabry	S.Dale Mabry	Pinellas Co.	Pinellas Co./Tyrone	University / Carrollwood
8,402	\$2,523,654	\$2,388,239	\$2,037,636	\$2,088,577	\$2,140,791	\$2,194,311	\$2,238,197
7,292	\$4,690,562	\$4,592,563	\$3,886,291	\$3,983,448	\$4,083,034	\$4,185,110	\$4,289,738
2,747	\$4,028,013	\$4,034,755	\$3,979,397	\$4,078,882	\$4,180,854	\$4,285,376	\$4,392,510
9,537	\$3,828,017	\$3,896,270	\$3,994,334	\$4,094,192	\$4,196,547	\$4,301,461	\$4,408,997
0,937	\$3,243,763	\$3,343,259	\$3,170,736	\$3,250,004	\$3,331,255	\$3,414,536	\$3,499,899
5,554	\$3,875,267	\$3,884,134	\$3,956,593	\$4,055,508	\$4,156,896	\$4,260,818	\$4,367,339
8,238	\$2,937,773	\$2,698,139	\$3,948,318	\$4,047,026	\$4,148,202	\$4,251,907	\$4,358,205
3,536	\$2,556,586	\$2,312,710	\$0	\$0	\$0	\$0	\$0
8,827	\$2,920,779	\$2,920,305	\$3,916,456	\$4,014,368	\$4,114,727	\$4,217,595	\$4,323,035
9,051	\$2,882,520	\$2,745,140	\$3,555,594	\$3,644,484	\$3,735,596	\$3,828,986	\$3,924,710
1,631	\$1,380,422	\$1,384,933	\$1,786,986	\$1,831,661	\$1,877,452	\$1,924,388	\$1,972,498
5,606	\$1,000,393	\$962,785	\$1,277,039	\$1,308,965	\$1,341,689	\$1,375,232	\$1,409,612
0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
0,330	\$1,058,865	\$1,063,058	\$0	\$0	\$0	\$0	\$0
2,122	\$1,171,220	\$1,251,129	\$1,255,039	\$1,286,415	\$1,318,575	\$1,351,539	\$1,385,328
1,958	\$371,738	\$658,090	\$1,004,581	\$1,029,695	\$1,055,438	\$1,081,824	\$1,108,869
9,930	\$3,129,345	\$3,355,862	\$4,387,264	\$4,496,946	\$4,609,370	\$4,724,604	\$4,842,719
4,782	\$3,253,946	\$3,209,845	\$3,404,513	\$3,489,626	\$3,576,866	\$3,666,288	\$3,757,945
1,770	\$1,559,521	\$1,761,327	\$2,295,449	\$2,352,835	\$2,411,656	\$2,471,947	\$2,533,746
	\$1,989,453	\$2,045,313	\$2,262,943	\$2,319,516	\$2,377,504	\$2,436,942	\$2,497,865
		\$1,467,769	\$4,625,533	\$4,741,171	\$4,859,700	\$4,981,193	\$5,105,723
		\$437,192	\$2,320,504	\$2,378,516	\$2,437,979	\$2,498,929	\$2,561,402
			\$3,290,732	\$3,373,000	\$3,457,325	\$3,543,758	\$3,632,352
			\$1,728,199	\$1,771,404	\$1,815,689	\$1,861,082	\$1,907,609
			\$0	\$0	\$0	\$0	\$0
			\$0	\$0	\$0	\$0	\$0
			\$2,600,000	\$2,665,000	\$2,731,625	\$2,799,916	\$2,869,914
				\$2,600,000	\$2,665,000	\$2,731,625	\$2,799,916
					\$2,600,000	\$2,665,000	\$2,731,625
						\$2,600,000	\$2,665,000
							\$2,800,000
							\$2,850,000
11,250	\$48,401,837	\$50,412,817	\$64,684,137	\$68,901,240	\$73,223,771	\$77,654,365	\$85,234,753
0	\$0	\$0	tbd	tbd	tbd	tbd	tbd
.7%	104.2%	104.2%	106.8%	106.5%	106.3%	106.1%	109.8%
.9%	97.5%	100.1%	tbd	tbd	tbd	tbd	tbd



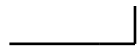
	New or Replacement	Date Needed
	N/R	July-June
	N/R	July-June
	N/R	July-June
	N/R	July-June
eland SS,	N/R	July-June
ind Trinity	N/R	July-June
ig	R	July-June
	R	July-June
	R	July - June

Windows		
site:		
/: As	N/R	July-June
	N	July-June
	N/R	July-June
	R	July-June
	N	July-December
	R	July-December
)	R	July-December
	R	July-December
	N	July-December
	R/N	July-December
	R	July-December
	R	July-December
	N	July-December
	R	July-September
	N	July
	R	July
	R	July
	R	July
	R	July
	R	July
	R/N	July
	N	July

	R	July
	N	July
	N	July
	R	August
	N	August
	R	August
	N	August
	R	August
	N	August
	R	August
	N	September
	N	September
	R	September
	N	October
	N	October
	R	October
	R	October
	R	October-November
	N	December
	R	December-June
	N	December-June
	R	January-March
	N	January
	N	February
	N	March

1
3,776
7,849
1,625
9,078
1,256
5,644
3,100
3,608
1,040

9,234
2,960
0,143
9,206
3,934
3,693
7,481
1,122
8,444
5,032
4,076
1,848
5,957
8,251
5,357
3,821
6,004
,709)
7,578
2,169
2,428
2,814
1,512,533
1,173,872
640,104
1,690,108
1,695,334
292,320
375,549
1,750,271
230,464
9,360,555
2,440,645



Jun-23

5,294,470

493,411

222,511

40,700

10,466

15,328

105,073

117,495

18,130

6,317,584

813,592

3,530,417

169,510

310,225

368,232

310,000

356,218

-

-

132,654

152,144

6,142,992

174,592

43,599,721

43,774,313

47,415

43,726,898

GOODWILL INDUSTRIES-SUNCOAST, INC.
BOARD OF DIRECTORS
DIRECTORY FOR 2021-2022

Sept 2021

Name	Contact Info	Terms	Committees
ATTINELLA, MIKE Retired - Chief Financial Officer 3618 Executive Drive Palm Harbor FL 34685	727-641-6327 (M) mattinella@gmail.com	1 st Term Expires 9/30/22 Elected 9/19	Audit Ad Hoc Strategic Planning
BELL, LEE President Saltmarsh, Cleaveland & Gund One Tampa City Center 201 N. Franklin St, Suite 1625 Tampa, FL 33602	813-287-1111 x 1301 813-751-5077 cell Fax: 813-207-0201 lee.bell@saltmarshcpa.com	1st Term Expires 9/30/24 Elected 9/21 (3 rd Tenure)	Audit
BIVENS, STEVEN Regional Sales Director Cavotec - Airport Market Unit 2223 West Vina Del Mar Blvd St Petersburg Beach, FL 33706	727-216-5995 cell (P) stevenebivens@gmail.com	2nd Term Expires 9/30/22 Elected 9/16	Services, Finance, Fund & Business Development Ad Hoc Strategic Planning JobWorks Board
BURKES, SHAUNA V.P. - Litigation; Labor & Employment Qurate Retail Group - HSN 1 HSN Drive St. Petersburg, FL 33729	727-686-3368 (cell) shauna.burkes@hsn.net	1st Term Expires 9/30/23 Elected 9/20	Audit Services, Finance, Fund & Business Dev
CERESOLI, HEATHER Principal & COO Taylor White 5426 Bay Center Dr., Suite 110 Tampa, FL 33609	813-746-3946 813-748-4649 cell heatherc@taylorwhite.com	1 st Term Expires 9/30/23 Elected 9/20 (3 rd tenure)	Executive Board Dev & Governance Ad Hoc Strategic Planning SFFBD G-I-S Housing Boards JobWorks Board
DOBKOWSKI, ROBERT D. Owner Mr. & Mrs. Blindmaster 5335 SE 103rd St. Bellevue, FL 34420	352-245-3100 Mr.blindmaster@yahoo.com	1 st Term Expires 9/30/24 Elected 9/21 (3 rd tenure)	GIS Housing Boards SFFBD
ELAM, CHRISTINA, CFP® Wealth and Portfolio Specialist Steward Partners Global Advisory 600 Cleveland St, Ste. 1150 Clearwater, FL 33755	727-351-5344 727-742-8054 cell (P) christina.elam@stewardpartners.com	2nd Term Expires 9/30/22 Elected 9/16	SFFBD Board Dev & Governance (Co-Chair) G-I-S Housing Boards
ERICKSON, STEVEN M. Senior Vice President – CRO Corporate Divisions Enterprise Risk Management Raymond James Financial, Inc. 880 Carillon Parkway St. Petersburg, FL 33716	813-846-7175 cell 727-567-3126 Steven.Erickson@RaymondJames.com	2nd Term Expires 9/30/24 Elected 9/18 (2 nd tenure)	Audit (Co-Chair) JobWorks Ad Hoc Strategic Planning
HEBLER, MARIE CARSON CEO Risk Matrix Solutions PO Box 21271 St. Petersburg, FL 33742	Home: 727-577-3237 Cell: 727-744-9713 (P) marie.hebler@riskmatrixsolutions.com	1 st Term Expires 9/30/22 Elected 9/19 (3rd tenure)	SFFBD (Chair) Board Dev & Governance GIS Housing Boards JobWorks Board (Chair) Ad Hoc Strategic Planning

LOPEZ, LOUISE, R Chief Financial Officer Focal Point Data Risk a CDW Company 201 E. Kennedy Suite 1750 Tampa, Florida 33602	727-709-2226 (cell) lopez@focal-point.com	1 ST Term Expires 9/30/23 Elected 9/20 (3 RD tenure)	Audit (Chair) Executive (Sr. Vice Chair) Board Development & Governance Ad Hoc Strategic Planning GIS Housing Boards (Sec/Treas)
MACRONE, DOMINIC Director of Human Resources for Cedar Fair Entertainment Company 14523 Carowinds Blvd Charlotte, NC 28273	813-955-9116 (cell) dommacrone@yahoo.com	2 nd Term Expires 9/30/22 Elected 9/15	Executive (Secretary) Board Development & Governance (Chair) Ad Hoc Strategic Planning (Chair)
MARTINEZ, TONY VP, Cyber Security Solutions, CTO MGT Consulting 4320 W Kennedy Blvd Suite 200 Tampa, FL. 33609	813-454-8386 tmartinezdunn@gmail.com	1 st Term Expires 9/30/22 Elected 9/19	Audit
MORA, MELISSA, Esq. Division Chief Legal Officer Advent Health 14055 Riveredge Drive, Suite 250 Tampa, FL 33637	813-803-4007 813-334-1183 cell (P) melissa.mora@ahss.org	2nd Term Expires 9/30/22 Elected 9/16	Audit Board Dev. & Governance JobWorks (Secretary)
PEREZ, KIMBERLY Chief Accounting Officer Welbilt (Mail to: 3314 Sierra Circle Tampa, FL 33629)	813-505-0892 (cell) perezjost@gmail.com kimberly.perez@welbilt.com	1st Term Expires 9/30/23 Elected 9/20	Audit SFFBD
PICHOWSKI, MARK D. Surety Specialist Marsh & McLennan Agency -Bouchard Division N. Dale Mabry Hwy, Suite 450 Tampa, FL 33609	727-373-2710 Fax 727-449-1267 mark.pichowski@MarshMMA.com	1 st Term Expires 9/30/24 Elected 9/21 (3 rd tenure)	Board Development & Governance SFFBD GIS Housing Boards, Inc.
RADER, ED Retired Retail Executive 204 SE 43rd Ave. Ocala, FL 34471	352-694-1670 WIN561@aol.com	2 nd Term Expires 9/30/22 Elected 9/17 (3 rd tenure)	Executive GIS Housing (Chair) JobWorks
WABBERSEN, BOB Business Development Director Publix - GreenWise Market PO Box 407 Lakeland, FL 33802-0407	863-688-1188 x 58362 Cell: 813-244-3831 (P) Fax 863-413-5753 Bob.Wabbersen@publix.com	1 st Term Expires 9/30/24 Elected 9/21 (3 rd tenure)	Executive SFFBD (Co-Chair) GIS Housing Boards JobWorks
YOUNG, SANDRA Consumer Bank Executive Region's Bank 100 N. Regions Tampa, FL 33602	813-226-1150 (P) Assistant: 813-226-1152 Cell: 404-922-1933 Sandra.R.Young@regions.com	2 nd Term Expires 9/30/21 Elected 9/15	Executive (Chair) All Committees – Ex officio
PASSERINI, DEBORAH President & CEO Goodwill Industries-Suncoast 10596 Gandy Blvd. St. Petersburg, FL 33743	813-918-7994 (cell) 727-523-1512 (office) Debbie.Passerini@goodwill-suncoast.com	Ex-Officio	All Committees – Ex officio JobWorks Board, President GIS Housing Boards, Executive VP

**ADVISORY/AFFILIATED BOARD
MEMBER**

PHILIPSON, CAROLE F
Director of Business Development
The Lunz Group
(Mail to: 2370 Brandon Rd
Lakeland, FL 33803)

863-670-7574 cell (P)
philipsoncf@yahoo.com

G-I-S Housing Boards

Return of Organization Exempt From Income Tax

OMB No. 1545-0047

Form **990**
(Rev. January 2020)
Department of the Treasury
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

2019
Open to Public Inspection

A For the 2019 calendar year, or tax year beginning **JUL 1, 2019** and ending **JUN 30, 2020**

B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	C Name of organization GOODWILL INDUSTRIES-SUNCOAST, INC. ✓ Doing business as Number and street (or P.O. box if mail is not delivered to street address) Room/suite P.O. BOX 14456 ✓ City or town, state or province, country, and ZIP or foreign postal code ST. PETERSBURG, FL 33733-4456 ✓ F Name and address of principal officer: DEBORAH A. PASSERINI SAME AS C ABOVE	D Employer identification number 59-0718492 ✓ E Telephone number 727-523-1512 ✓ G Gross receipts \$ 65,886,298. H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. (see instructions) H(c) Group exemption number ▶
I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () ◀ (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		
J Website: ▶ WWW.GOODWILL-SUNCOAST.ORG ✓		
K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶		L Year of formation: 1953 M State of legal domicile: FL

Part I Summary

1	Briefly describe the organization's mission or most significant activities: OUR MISSION IS HELPING PEOPLE ACHIEVE THEIR FULL POTENTIAL THROUGH THE DIGNITY AND POWER OF WORK. ✓			
2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.			
3	Number of voting members of the governing body (Part VI, line 1a)	3		19
4	Number of independent voting members of the governing body (Part VI, line 1b)	4		18
5	Total number of individuals employed in calendar year 2019 (Part V, line 2a)	5		2300
6	Total number of volunteers (estimate if necessary)	6		3665
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a		14,943.
7b	Net unrelated business taxable income from Form 990-T, line 39	7b		13,943.
8	Contributions and grants (Part VIII, line 1h)	8	Prior Year	Current Year
9	Program service revenue (Part VIII, line 2g)	9	15,091,520.	10,909,116.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	10	53,857,654.	54,083,039.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	11	286,458.	237,093.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	12	536,738.	496,192.
13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	13	69,772,370. ✓	65,725,440.
14	Benefits paid to or for members (Part IX, column (A), line 4)	14	0.	0.
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	15	0.	0.
16a	Professional fundraising fees (Part IX, column (A), line 11e)	16a	36,905,135.	36,245,085.
b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 663,856.	b	0.	0.
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	17	26,452,125.	27,062,380.
18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	18	63,357,260.	63,307,465.
19	Revenue less expenses. Subtract line 18 from line 12	19	6,415,110. ✓	2,417,975.
20	Total assets (Part X, line 16)	20	Beginning of Current Year	End of Year
21	Total liabilities (Part X, line 26)	21	117,651,480.	116,871,815.
22	Net assets or fund balances. Subtract line 21 from line 20	22	69,934,667.	70,236,294.
22		22	47,716,813. ✓	46,635,521.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer TRACEY BOUCHER, TREASURER ✓ Type or print name and title	Date _____			
Paid Preparer Use Only	Print/Type preparer's name JULIANA KREUL	Preparer's signature _____	Date 02/02/21	Check if self-employed <input type="checkbox"/>	PTIN P01204534
	Firm's name ▶ RSM US LLP				Firm's EIN ▶ 42-0714325
	Firm's address ▶ 7351 OFFICE PARK PL. MELBOURNE, FL 32940-8229				Phone no. 321-751-6200

May the IRS discuss this return with the preparer shown above? (see instructions) Yes No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission: SEE SCHEDULE O

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [] Yes [X] No

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [] Yes [X] No

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses.

4a (Code:) (Expenses \$ 44,030,307. including grants of \$) (Revenue \$ 44,033,679.) DONATED GOODS PROGRAM - OUR DONATED GOODS/RETAIL OPERATION PROVIDES JOB TRAINING OPPORTUNITIES AND EMPLOYMENT IN RETAILING, PRODUCTION, WAREHOUSING AND TRANSPORTATION. GOODWILL ALSO PROMOTES A GREENER COMMUNITY BY REPURPOSING ITEMS THAT MAY OTHERWISE BE RELEGATED TO LANDFILLS. TOTAL CLIENTS/EMPLOYEES SERVED WERE 4,540.

4b (Code:) (Expenses \$ 4,572,094. including grants of \$) (Revenue \$ 2,497,749.) HUMAN SERVICES PROGRAM - GOODWILL-SUNCOAST HELPS PEOPLE SECURE TRAINING, FIND JOBS, BECOME MORE INDEPENDENT, AND SUPPORT THEIR FAMILIES THROUGH A VARIETY OF HUMAN SERVICES PROGRAMS INCLUDING SUPPORTED EMPLOYMENT, LIFE SKILLS DEVELOPMENT, JOB CONNECTION SERVICES, EMPLOYMENT INTERNSHIPS, AND FINANCIAL LITERACY EDUCATION FOR YOUTH. THESE PROGRAMS ASSIST INDIVIDUALS WITH DISABILITIES AS WELL AS THOSE WHO FACE OTHER DISADVANTAGES SUCH AS OF TRAINING OR EDUCATION. TOTAL CLIENTS SERVED 86,987.

HERE IS A STORY OF ONE OF OUR MANY CLIENTS: (CONTINUED ON SCHEDULE O)

4c (Code:) (Expenses \$ 5,378,457. including grants of \$) (Revenue \$ 7,527,105.) COMMUNITY CORRECTIONS SERVICES & CAFETERIA - GOODWILL-SUNCOAST OPERATES SEVERAL COMMUNITY-BASED CORRECTIONS PROGRAMS TO HELP OFFENDERS TRANSITION BACK INTO SOCIETY AND HELP THEM BECOME PRODUCTIVE, LAW-ABIDING CITIZENS. SERVICES PROVIDED TO OFFENDER POPULATIONS INCLUDE SUBSTANCE ABUSE COUNSELING, LIFE SKILLS, GED AND FINANCIAL LITERACY CLASSES, AS WELL AS JOB PLACEMENT ASSISTANCE. TOTAL CLIENTS SERVED WERE 1,035.

4d Other program services (Describe on Schedule O.) (Expenses \$ 404,680. including grants of \$) (Revenue \$ 24,506.)

4e Total program service expenses 54,385,538.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		X
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
c Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	X	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>	X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	X	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>		X

Part IV Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>		X
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	X	
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>		X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>		X
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>		X
26 Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part II</i>		X
27 Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>		X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions, for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i>	X	
b A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>		X
c A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>		X
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	X	
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>		X
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	X	
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>		
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>		X
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>		X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19?	X	

Note: All Form 990 filers are required to complete Schedule O

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

	Yes	No
1a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable		
b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable		
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	X	

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

Table with columns for question number, question text, and Yes/No response boxes. Includes questions 2a through 16 regarding employee counts, tax returns, business income, foreign accounts, prohibited transactions, and charitable contributions.

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI [X]

Section A. Governing Body and Management

Table with 3 columns: Question, Yes, No. Rows include 1a (19), 1b (18), 2, 3, 4, 5, 6, 7a, 7b, 8a, 8b, 9.

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with 3 columns: Question, Yes, No. Rows include 10a, 10b, 11a, 11b, 12a, 12b, 12c, 13, 14, 15a, 15b, 16a, 16b.

Section C. Disclosure

- 17 List the states with which a copy of this Form 990 is required to be filed FL
18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection.
19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
20 State the name, address, and telephone number of the person who possesses the organization's books and records TRACEY BOUCHER - 727-523-1512 P.O. BOX 14456, ST PETERSBURG, FL 33733-4456

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations. See instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) DEBORAH A. PASSERINI PRESIDENT/CEO	40.00 6.00	X		X				462,263.	0.	52,463.
(2) MARK D. PICHOWSKI VICE CHAIR	1.00 0.00	X						0.	0.	0.
(3) BOB WABBERSEN VICE CHAIR	1.00 0.00	X						0.	0.	0.
(4) BOB DOBKOWSKI DIRECTOR	1.00 0.00	X						0.	0.	0.
(5) LEE BELL DIRECTOR	1.00 0.00	X						0.	0.	0.
(6) ANDREA KIEHL DIRECTOR	1.00 0.00	X						0.	0.	0.
(7) JOHN MACEOVSKY DIRECTOR	1.00 0.00	X						0.	0.	0.
(8) DOMINIC MACRONE SECRETARY	1.00 0.00	X						0.	0.	0.
(9) CAROLE PHILIPSON CHAIR	1.00 0.00	X						0.	0.	0.
(10) SANDRA YOUNG SR VICE CHAIR	1.00 0.00	X						0.	0.	0.
(11) MARK GAUTHIER DIRECTOR	1.00 0.00	X						0.	0.	0.
(12) STEVEN BIVENS DIRECTOR	1.00 0.00	X						0.	0.	0.
(13) CHRISTINA ELAM DIRECTOR	1.00 0.00	X						0.	0.	0.
(14) MELLISA MORA DIRECTOR	1.00 0.00	X						0.	0.	0.
(15) MIKE ATTINELLA DIRECTOR	1.00 0.00	X						0.	0.	0.
(16) TONY MARTINEZ DIRECTOR	1.00 0.00	X						0.	0.	0.
(17) STEVE ERICKSON DIRECTOR	1.00 0.00	X						0.	0.	0.

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) MARIE HEBBLER DIRECTOR	1.00 0.00	X					0.	0.	0.	
(19) ED RADER VICE CHAIR	1.00 0.00	X					0.	0.	0.	
(20) GARY R. HEBERT TREASURER	40.00 0.00			X			291,866.	0.	16,526.	
(21) PAUL NORRIS VP OF CORRECTIONS	40.00 0.00			X			179,228.	0.	13,302.	
(22) ALLEN STARR CIO	40.00 0.00			X			172,139.	0.	12,974.	
(23) STEFANIE ANNA SECRETARY	40.00 0.00			X			168,789.	0.	12,933.	
(24) KRIS RAWSON VP OF WORKFORCE	40.00 0.00			X			158,187.	0.	12,713.	
(25) JACQUELINE MILLER VP OF HR	40.00 0.00			X			143,878.	0.	11,974.	
(26) JAMES WILLIAMS III VP OF DEVELOPMENT	40.00 0.00			X			133,551.	0.	28,828.	
1b Subtotal							1,709,901.	0.	161,713.	
c Total from continuation sheets to Part VII, Section A							151,378.	0.	5,520.	
d Total (add lines 1b and 1c)							1,861,279.	0.	167,233.	

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization 15

	Yes	No
3 Did the organization list any former officer, director, trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	X	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NONE		

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 0

SEE PART VII, SECTION A CONTINUATION SHEETS

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(27) BRAD STEFFANI VP OF RETAIL	40.00 0.00			X				151,378.	0.	5,520.
Total to Part VII, Section A, line 1c								151,378.	5,520.	

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

			(A)	(B)	(C)	(D)		
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512 - 514		
Contributions, Gifts, Grants and Other Similar Amounts	1 a Federated campaigns	1a						
	b Membership dues	1b						
	c Fundraising events	1c	50,942.					
	d Related organizations	1d						
	e Government grants (contributions)	1e						
	f All other contributions, gifts, grants, and similar amounts not included above	1f	10,858,174.					
	g Noncash contributions included in lines 1a-1f	1g	\$ 9,898,334.					
	h Total. Add lines 1a-1f			10,909,116.				
Program Service Revenue	2 a DONATED GOODS PROGRAM	Business Code	900099	44,033,679.	44,033,679.			
	b DORM & CAFETERIA PROGRAM		900099	7,527,105.	7,527,105.			
	c HUMAN SERVICES PROGRAM		900099	2,497,749.	2,497,749.			
	d CONTRACT WORK PROGRAM		900099	24,506.	24,506.			
	e							
	f All other program service revenue							
	g Total. Add lines 2a-2f			54,083,039.				
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			306,634.		306,634.		
	4 Income from investment of tax-exempt bond proceeds							
	5 Royalties							
	6 a Gross rents	6a	(i) Real					
			(ii) Personal		14,943.			
					0.			
	b Less: rental expenses	6b						
	c Rental income or (loss)	6c			14,943.			
	d Net rental income or (loss)			14,943.		14,943.		
	7 a Gross amount from sales of assets other than inventory	7a	(i) Securities		79,971.			
			(ii) Other					
					66,883.	82,629.		
					13,088.	-82,629.		
	b Less: cost or other basis and sales expenses	7b						
	c Gain or (loss)	7c						
d Net gain or (loss)			-69,541.		-69,541.			
8 a Gross income from fundraising events (not including \$ 50,942. of contributions reported on line 1c). See Part IV, line 18	8a							
				0.				
				11,346.				
b Less: direct expenses	8b							
c Net income or (loss) from fundraising events			-11,346.		-11,346.			
9 a Gross income from gaming activities. See Part IV, line 19	9a							
b Less: direct expenses	9b							
c Net income or (loss) from gaming activities								
10 a Gross sales of inventory, less returns and allowances	10a							
b Less: cost of goods sold	10b							
c Net income or (loss) from sales of inventory								
Miscellaneous Revenue	11 a MISCELLANEOUS INCOME	Business Code	900099	504,537.		504,537.		
	b DISCOUNTS EARNED		900099	9,689.		9,689.		
	c CASH OVER / (SHORT)		900099	-21,631.		-21,631.		
	d All other revenue							
	e Total. Add lines 11a-11d			492,595.				
12 Total revenue. See instructions			65,725,440.	54,083,039.	14,943.	718,342.		

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21		✔		
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	2,028,510.✔	520,327.	1,345,805.	162,378.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	27,382,860.✔	23,400,453.	3,735,602.	246,805.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	316,790.✔	229,925.	81,015.	5,850.
9 Other employee benefits	2,962,471.✔	2,559,999.	380,957.	21,515.
10 Payroll taxes	3,554,454.✔	3,052,650.	461,877.	39,927.
11 Fees for services (nonemployees):				
a Management	236,429.✔	51,858.	114,644.	69,927.
b Legal	287,714.✔	177,221.	110,493.	
c Accounting	74,774.✔	27,000.	43,610.	4,164.
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	43,950.✔		43,950.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch. O.)	1,172,642.✔	1,022,867.	149,156.	619.
12 Advertising and promotion	499,148.✔	425,052.	73,301.	795.
13 Office expenses	935,609.✔	813,805.	61,600.	60,204.
14 Information technology	941,904.✔	511,426.	414,064.	16,414.
15 Royalties				
16 Occupancy	5,585,732.✔	5,471,083.	112,541.	2,108.
17 Travel	2,002,456.✔	1,712,025.	281,081.	9,350.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	27,976.✔	366.	24,347.	3,263.
20 Interest	2,122,805.✔	2,073,929.	48,876.	
21 Payments to affiliates	221,347.		214,159.	7,188.
22 Depreciation, depletion, and amortization	4,720,102.✔	4,320,022.	399,640.	440.
23 Insurance	1,149,084.✔	1,011,321.	128,789.	8,974.
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a SERVICE SUPPLIES	6,818,199.	6,818,199.		
b MISCELLANEOUS	222,509.	186,010.	32,564.	3,935.
c				
d				
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e	63,307,465.✔	54,385,538.✔	8,258,071.✔	663,856.✔
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				
Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing	10,377,588. ✓	1	11,353,751. ✓
	2 Savings and temporary cash investments	246,395. ✓	2	245,092. ✓
	3 Pledges and grants receivable, net	359,044. ✓	3	325,376. ✓
	4 Accounts receivable, net	3,185,019. ✓	4	4,138,452. ✓
	5 Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7 Notes and loans receivable, net	242,986. ✓	7	249,564. ✓
	8 Inventories for sale or use	4,695,641. ✓	8	3,677,317. ✓
	9 Prepaid expenses and deferred charges	2,721,037. ✓	9	2,383,081. ✓
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 136,917,665. ✓		
	b Less: accumulated depreciation	10b 52,398,738. ✓		
	11 Investments - publicly traded securities	86,468,206. ✓	10c	84,518,927. ✓
	12 Investments - other securities. See Part IV, line 11	8,985,444. ✓	11	9,763,443. ✓
	13 Investments - program-related. See Part IV, line 11		12	
	14 Intangible assets		13	
	15 Other assets. See Part IV, line 11	370,120. ✓	14	216,812. ✓
16 Total assets. Add lines 1 through 15 (must equal line 33)	117,651,480. ✓	15	116,871,815. ✓	
17 Accounts payable and accrued expenses	4,428,204. ✓	16	4,674,437. ✓	
18 Grants payable		17		
19 Deferred revenue	331,601. ✓	18	130,990. ✓	
20 Tax-exempt bond liabilities		19		
21 Escrow or custodial account liability. Complete Part IV of Schedule D		20		
22 Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		21		
23 Secured mortgages and notes payable to unrelated third parties	60,121,422. ✓	22	56,537,224. ✓	
24 Unsecured notes and loans payable to unrelated third parties		23		
25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	5,053,440. ✓	24	8,893,643. ✓	
26 Total liabilities. Add lines 17 through 25	69,934,667. ✓	25	70,236,294. ✓	
27 Organizations that follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 27, 28, 32, and 33.		26		
28 Net assets without donor restrictions	46,848,589. ✓	27	45,661,294. ✓	
29 Net assets with donor restrictions	868,224. ✓	28	974,227. ✓	
30 Organizations that do not follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 29 through 33.				
31 Capital stock or trust principal, or current funds		29		
32 Paid-in or capital surplus, or land, building, or equipment fund		30		
33 Retained earnings, endowment, accumulated income, or other funds		31		
34 Total net assets or fund balances	47,716,813. ✓	32	46,635,521. ✓	
35 Total liabilities and net assets/fund balances	117,651,480. ✓	33	116,871,815. ✓	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	65,725,440.
2	Total expenses (must equal Part IX, column (A), line 25)	2	63,307,465.
3	Revenue less expenses. Subtract line 2 from line 1	3	2,417,975.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	47,716,813.
5	Net unrealized gains (losses) on investments	5	68,412.✓
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	-3,567,679.✓
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	46,635,521.✓

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

	Yes	No
1 Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other		
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.		
2a Were the organization's financial statements compiled or reviewed by an independent accountant?		X
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:		
<input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		
b Were the organization's financial statements audited by an independent accountant?	X	
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:		
<input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		
c If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?	X	
If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.		
3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	X	
b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits	X	

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.
▶ Attach to Form 990 or Form 990-EZ.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2019

Open to Public Inspection

Name of the organization GOODWILL INDUSTRIES-SUNCOAST, INC.	Employer identification number 59-0718492
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Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1 A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2 A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990 or 990-EZ).)
- 3 A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4 A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state: _____
- 5 An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
- 6 A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7 An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 8 A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 9 An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____
- 10 An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions - subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
- 11 An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
- 12 An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
 - a **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
 - b **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
 - c **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
 - d **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
 - e Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations _____

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
Total						

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 Public support. Subtract line 5 from line 4.						

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 Total support. Add lines 7 through 10						
12 Gross receipts from related activities, etc. (see instructions)					12	
13 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here						<input type="checkbox"/>

Section C. Computation of Public Support Percentage

14 Public support percentage for 2019 (line 6, column (f) divided by line 11, column (f))	14	%
15 Public support percentage from 2018 Schedule A, Part II, line 14	15	%
16a 33 1/3% support test - 2019. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
b 33 1/3% support test - 2018. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
17a 10% -facts-and-circumstances test - 2019. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
b 10% -facts-and-circumstances test - 2018. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions		<input type="checkbox"/>

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	11730070.	11024551.	13026832.	15091520.	10909116.	61782089.
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose	50805003.	52849605.	50455401.	53857654.	54083039.	262050702
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5	62535073.	63874156.	63482233.	68949174.	64992155.	323832791
7a Amounts included on lines 1, 2, and 3 received from disqualified persons					11,625.	11,625.
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						0.
c Add lines 7a and 7b					11,625.	11,625.
8 Public support. (Subtract line 7c from line 6.)						323821166

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
9 Amounts from line 6	62535073.	63874156.	63482233.	68949174.	64992155.	323832791
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	106,102.	133,820.	315,447.	307,470.	306,634.	1169473.
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	106,102.	133,820.	315,447.	307,470.	306,634.	1169473.
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on	13,278.	13,386.	12,835.	13,400.	14,943.	67,842.
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)	394,245.	740,505.	389,212.	601,702.	492,595.	2618259.
13 Total support. (Add lines 9, 10c, 11, and 12.)	63048698.	64761867.	64199727.	69871746.	65806327.	327688365

14 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**

Section C. Computation of Public Support Percentage

15 Public support percentage for 2019 (line 8, column (f), divided by line 13, column (f))	15	98.82 %
16 Public support percentage from 2018 Schedule A, Part III, line 15	16	98.86 %

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2019 (line 10c, column (f), divided by line 13, column (f))	17	.36 %
18 Investment income percentage from 2018 Schedule A, Part III, line 17	18	%

19a 33 1/3% support tests - 2019. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

b 33 1/3% support tests - 2018. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions

Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

	Yes	No
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer (b) and (c) below.</i>		
b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
4a Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.</i>		
b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
5a Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
b Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
c Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer 10b below.</i>		
b Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

Part IV Supporting Organizations (continued)

	Yes	No
11 Has the organization accepted a gift or contribution from any of the following persons?		
a A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization?		
b A family member of a person described in (a) above?		
c A 35% controlled entity of a person described in (a) or (b) above? <i>If "Yes" to a, b, or c, provide detail in Part VI.</i>		

Section B. Type I Supporting Organizations

	Yes	No
1 Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i>		
2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.</i>		

Section C. Type II Supporting Organizations

	Yes	No
1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i>		

Section D. All Type III Supporting Organizations

	Yes	No
1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i>		
3 By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i>		

Section E. Type III Functionally Integrated Supporting Organizations

1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).		
a <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.		
b <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.		
c <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).		
2 Activities Test. Answer (a) and (b) below.		
a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i>		
b Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>		
3 Parent of Supported Organizations. Answer (a) and (b) below.		
a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>Provide details in Part VI.</i>		
b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

- 1 Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8	

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (explain in detail in Part VI):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by .035.	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	

Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1	
2	Enter 85% of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

Schedule A (Form 990 or 990-EZ) 2019

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

Section D - Distributions	Current Year
1 Amounts paid to supported organizations to accomplish exempt purposes	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	
4 Amounts paid to acquire exempt-use assets	
5 Qualified set-aside amounts (prior IRS approval required)	
6 Other distributions (describe in Part VI). See instructions.	
7 Total annual distributions. Add lines 1 through 6.	
8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	
9 Distributable amount for 2019 from Section C, line 6	
10 Line 8 amount divided by line 9 amount	

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2019	(iii) Distributable Amount for 2019
1 Distributable amount for 2019 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2019 (reasonable cause required- explain in Part VI). See instructions.			
3 Excess distributions carryover, if any, to 2019			
a From 2014			
b From 2015			
c From 2016			
d From 2017			
e From 2018			
f Total of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2019 distributable amount			
i Carryover from 2014 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
4 Distributions for 2019 from Section D, line 7: \$			
a Applied to underdistributions of prior years			
b Applied to 2019 distributable amount			
c Remainder. Subtract lines 4a and 4b from 4.			
5 Remaining underdistributions for years prior to 2019, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI . See instructions.			
6 Remaining underdistributions for 2019. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI . See instructions.			
7 Excess distributions carryover to 2020. Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2015			
b Excess from 2016			
c Excess from 2017			
d Excess from 2018			
e Excess from 2019			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information.
(See instructions.)

SCHEDULE A, PART III, LINE 12, EXPLANATION FOR OTHER INCOME:

OTHER INCOME

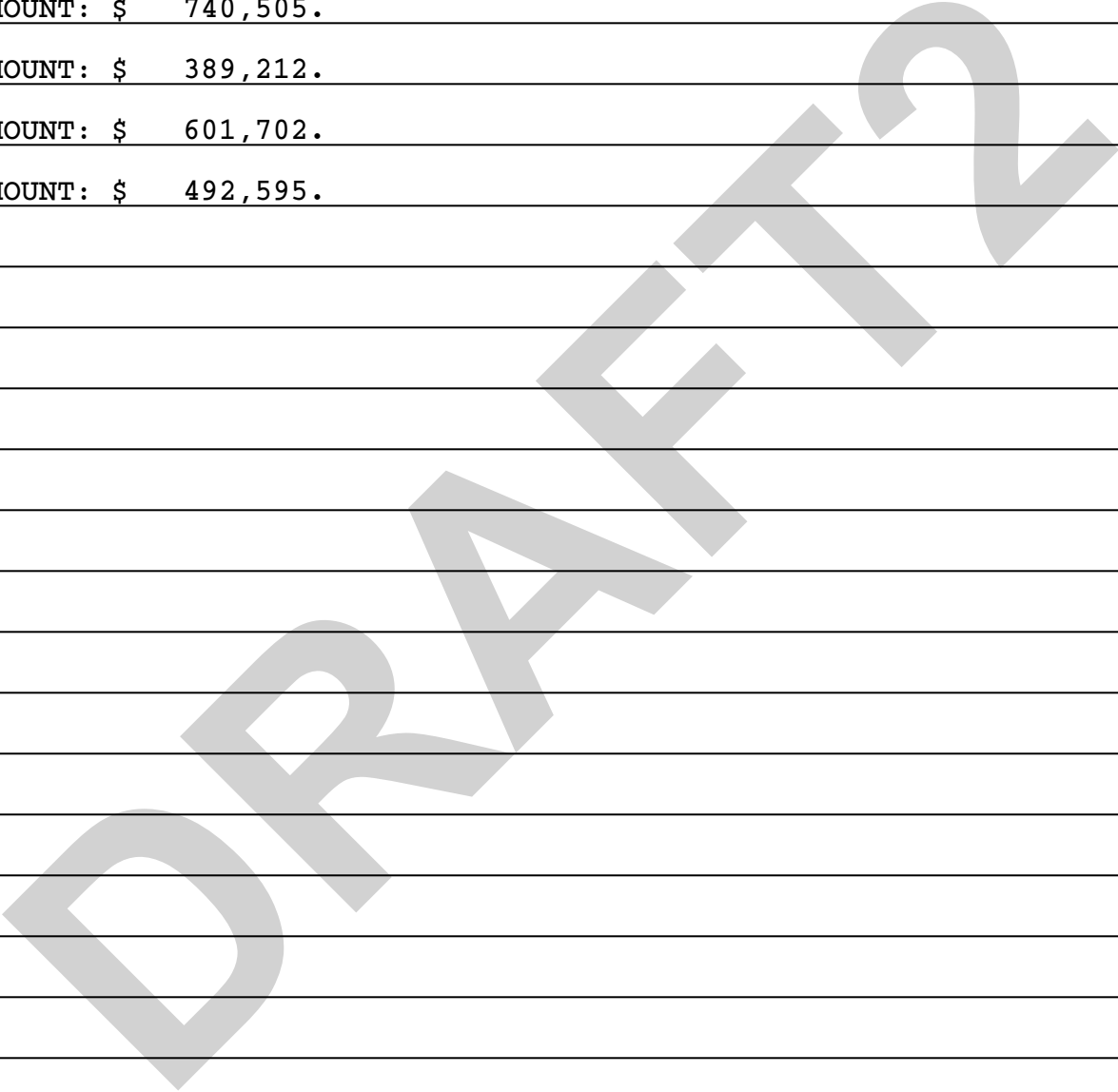
2015 AMOUNT: \$ 394,245.

2016 AMOUNT: \$ 740,505.

2017 AMOUNT: \$ 389,212.

2018 AMOUNT: \$ 601,702.

2019 AMOUNT: \$ 492,595.



Schedule A

Payments from Disqualified Persons
Included on Part III, Line 7a

2019

** Do Not File **

*** Not Open to Public Inspection ***

Payer's Name	2015 Amount	2016 Amount	2017 Amount	2018 Amount	2019 Amount
DEBORAH PASSERINI	0.	0.	0.	0.	11,625.
Total to Schedule A, Part III, Line 7a					11,625.

Schedule B

(Form 990, 990-EZ, or 990-PF)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.
▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2019

Name of the organization

GOODWILL INDUSTRIES-SUNCOAST, INC.

Employer identification number

59-0718492

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

501(c)(3) (enter number) organization

4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of (1) \$5,000; or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I, II, and III.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ▶ \$ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

Name of organization GOODWILL INDUSTRIES-SUNCOAST, INC.	Employer identification number 59-0718492
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Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	BAYSIDE SOLUTIONS, INC. ✓ 6104 PALMA DEL MAR BLVD S APT 406A SAINT PETERSBURG, FL 33715-1288	\$ 5,650. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
2	TRUST OF LEWIS F. COLBERT ✓ C/O WELLS FARGO PO BOX 95021 HENDERSON, NV 89009	\$ 5,247. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
3	GIVEWELL COMMUNITY FOUNDATION ✓ 1501 S FLORIDA AVE LAKELAND, FL 33803-2258	\$ 14,338. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
4	JEANETTE GLYNN REVOCABLE LIVING TRUST ✓ C/O RAYMOND JAMES FINANCIAL SERVICES 877 EXECUTIVE CENTER DR. STE 303 SAINT PETERSBURG, FL 33702	\$ 129,172. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
5	GOODWILL INDUSTRIES INTERNATIONAL, INC. ✓ 15810 INDIANOLA DR ROCKVILLE, MD 20855-2674	\$ 11,955. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
6	HAWKINS CONSTRUCTION, INC. ✓ 1430 L AND R INDUSTRIAL BLVD TARPON SPRINGS, FL 34689-6807	\$ 5,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization

Employer identification number

GOODWILL INDUSTRIES-SUNCOAST, INC.

59-0718492

Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	DAN R. JOHNSON ✓ 5020 BAYSHORE BLVD APT 601 TAMPA, FL 33611-3857	\$ 29,300. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
8	LOKEY AUTOMOTIVE GROUP ✓ 27758 US HIGHWAY 19 N CLEARWATER, FL 33761-4901	\$ 7,500. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
9	EDWARD S. MANSFIELD ✓ 117 56TH AVE S UNIT 501 SAINT PETERSBURG, FL 33705-5472	\$ 5,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
10	NATIONAL CHARITY SERVICES, INC. ✓ PO BOX 90967 WASHINGTON, DC 20090	\$ 58,493. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
11	DEBORAH A. PASSERINI ✓ 19003 RUSTIC WOODS TRL ODESSA, FL 33556-5235	\$ 11,625. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
12	LOUIS A. PAVAO ✓ PO BOX 511 COLEMAN, FL 33521-0511	\$ 5,830. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization GOODWILL INDUSTRIES-SUNCOAST, INC.	Employer identification number 59-0718492
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Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
13	PIEDMONT COMPANIES, INC. ✓ 2671 E MAIN ST LINCOLNTON, NC 28092-4357	\$ 5,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
14	PNC FOUNDATION ✓ 201 N FRANKLIN ST STE 1500 TAMPA, FL 33602-5162	\$ 10,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
15	PUBLIX SUPER MARKETS CHARITIES, INC. ✓ PO BOX 407 LAKELAND, FL 33802-0407	\$ 30,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
16	DENNIS REECE ✓ 5030 DEVON PARK DR TAMPA, FL 33647-2735	\$ 5,100. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
17	REGIONS BANK ✓ 100 N TAMPA ST STE 3100 TAMPA, FL 33602-3671	\$ 15,500. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
18	SOLSTICE SLEEP PRODUCTS ✓ 500 S FALKENBURG RD TAMPA, FL 33619-8043	\$ 5,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization GOODWILL INDUSTRIES-SUNCOAST, INC.	Employer identification number 59-0718492
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Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
19	SOUTHEAST ASSOCIATION OF GOODWILLS ✓ 11975 SEAWAY RD STE 140 GULFPORT, MS 39503-6015	\$ 25,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
20	SUNTRUST BANK AKA TRUIST ✓ 401 E JACKSON ST TAMPA, FL 33602-5233	\$ 10,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
21	SUNTRUST FOUNDATION ✓ 919 E MAIN ST RICHMOND, VA 23219	\$ 20,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
22	TAMPA BAY LIGHTNING FOUNDATION ✓ 401 CHANNELSIDE DR TAMPA, FL 33602-5400	\$ 10,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
23	THEODORE P. AND MARIAN HADLEY TONNE CHARITABLE TRUST ✓ C/O REGIONS 201 MILAN PKWY BIRMINGHAM, AL 35211	\$ 100,104. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
24	USI CONSULTING GROUP ✓ 2502 N ROCKY POINT DR STE 400 TAMPA, FL 33607-1443	\$ 20,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization GOODWILL INDUSTRIES-SUNCOAST, INC.	Employer identification number 59-0718492
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Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
25	WELLS FARGO FOUNDATION ✓ 301 S COLLEGE ST STE 2800 CHARLOTTE, NC 28202-0905	\$ 20,000. ✓	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$ _____	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization GOODWILL INDUSTRIES-SUNCOAST, INC.	Employer identification number 59-0718492
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Part II Noncash Property (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	
		\$ _____	

Name of organization GOODWILL INDUSTRIES-SUNCOAST, INC.	Employer identification number 59-0718492
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Part III Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of **\$1,000 or less** for the year. (Enter this info. once.) ▶ \$ _____
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<hr/> <hr/> <hr/>		<hr/> <hr/> <hr/>	
	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<hr/> <hr/> <hr/>		<hr/> <hr/> <hr/>	
	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<hr/> <hr/> <hr/>		<hr/> <hr/> <hr/>	
	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<hr/> <hr/> <hr/>		<hr/> <hr/> <hr/>	
	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<hr/> <hr/> <hr/>		<hr/> <hr/> <hr/>	

SCHEDULE D (Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements

Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. Attach to Form 990.

Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2019 Open to Public Inspection

Name of the organization: GOODWILL INDUSTRIES-SUNCOAST, INC. Employer identification number: 59-0718492

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

Table with 3 columns: Question, (a) Donor advised funds, (b) Funds and other accounts. Rows include total number at end of year, aggregate value of contributions, grants, and end of year, and two Yes/No questions regarding donor property and grant fund usage.

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

Form with multiple questions (1-9) regarding conservation easements, including checkboxes for various purposes, a table for held easements at the end of the tax year, and Yes/No questions about monitoring and reporting.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

Form with questions (1a, 1b, 2) regarding art and historical treasures, including checkboxes and dollar amount fields for revenue and assets.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):
- a Public exhibition
 - b Scholarly research
 - c Preservation for future generations
 - d Loan or exchange program
 - e Other _____
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? Yes No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? Yes No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:
- | | Amount |
|---------------------------------|--------|
| c Beginning balance | 1c |
| d Additions during the year | 1d |
| e Distributions during the year | 1e |
| f Ending balance | 1f |
- 2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? Yes No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment _____%
 - b Permanent endowment _____%
 - c Term endowment _____%
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- | | Yes | No |
|---|--------|----|
| (i) Unrelated organizations | 3a(i) | |
| (ii) Related organizations | 3a(ii) | |
| b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? <input type="checkbox"/> | 3b | |
- 4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		33,717,995.		33,717,995.
b Buildings		69,179,953.	28,294,605.	40,885,348.
c Leasehold improvements		567,805.	456,398.	111,407.
d Equipment		17,836,909.	14,764,434.	3,072,475.
e Other		15,615,003.	8,883,301.	6,731,702.

Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.) ▶ 84,518,927. ✓

Part VII Investments - Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) DEFERRED COMPENSATION PAYABLE	2,860,682.
(3) FAIR VALUE OF INTEREST RATE SWAP	5,785,501.
(4) ANNUITIES PAYABLE	247,460.
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶ 8,893,643.	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ...

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1	70,028,191.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
a	Net unrealized gains (losses) on investments	2a	68,412.	
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII.)	2d	4,121,762.	
e	Add lines 2a through 2d	2e		4,190,174.
3	Subtract line 2e from line 1	3		65,838,017.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	28,185.	
b	Other (Describe in Part XIII.)	4b	-140,762.	
c	Add lines 4a and 4b	4c		-112,577.
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)	5		65,725,440.

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1	71,060,414.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:			
a	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII.)	2d	4,072,693.	
e	Add lines 2a through 2d	2e		4,072,693.
3	Subtract line 2e from line 1	3		66,987,721.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	28,185.	
b	Other (Describe in Part XIII.)	4b	-3,708,441.	
c	Add lines 4a and 4b	4c		-3,680,256.
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)	5		63,307,465.

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART X, LINE 2:

THE ORGANIZATION HAS ADOPTED THE ACCOUNTING STANDARD ON ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES, WHICH ADDRESSES THE DETERMINATION OF WHETHER TAX BENEFITS CLAIMED OR EXPECTED TO BE CLAIMED ON A TAX RETURN SHOULD BE RECORDED IN THE CONSOLIDATED FINANCIAL STATEMENTS. UNDER THIS POLICY, THE ORGANIZATION MAY RECOGNIZE THE TAX BENEFIT FROM AN UNCERTAIN TAX POSITION ONLY IF IT IS MORE LIKELY THAN NOT THAT THE TAX POSITION WOULD BE SUSTAINED ON EXAMINATION BY TAXING AUTHORITIES, BASED ON THE TECHNICAL MERITS OF THE POSITION. MANAGEMENT HAS EVALUATED THE ORGANIZATION'S TAX POSITION AND HAD CONCLUDED THAT THE ORGANIZATION HAS TAKEN NO UNCERTAIN TAX POSITIONS THAT REQUIRE DISCLOSURE.

Part XIII Supplemental Information (continued)

THE ORGANIZATION WOULD BE LIABLE FOR INCOME TAXES IN THE U.S. FEDERAL JURISDICTION. GENERALLY, THE ORGANIZATION IS NO LONGER SUBJECT TO U.S. FEDERAL TAX EXAMINATIONS BY TAX AUTHORITIES BEFORE 2017.

PART XI, LINE 2D - OTHER ADJUSTMENTS:

JOBWORKS REVENUES - CONSOLIDATED FINANCIAL STATEMENTS	978,654.
SPECIAL EVENTS EXPENSE	11,346.
HUD REVENUES - CONSOLIDATED FINANCIAL STATEMENTS	3,131,762.
TOTAL TO SCHEDULE D, PART XI, LINE 2D	4,121,762.

PART XI, LINE 4B - OTHER ADJUSTMENTS:

SPLIT INTEREST CHANGE	-140,762.
-----------------------	-----------

PART XII, LINE 2D - OTHER ADJUSTMENTS:

JOBWORKS EXPENSES - CONSOLIDATED FINANCIAL STATEMENTS	970,159.
SPECIAL EVENTS EXPENSE	11,346.
HUD EXPENSES - CONSOLIDATED FINANCIAL STATEMENTS	3,091,188.
TOTAL TO SCHEDULE D, PART XII, LINE 2D	4,072,693.

PART XII, LINE 4B - OTHER ADJUSTMENTS:

FV OF INTEREST RATE SWAP	-3,708,441.
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SCHEDULE G
(Form 990 or 990-EZ)

Supplemental Information Regarding Fundraising or Gaming Activities

OMB No. 1545-0047

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.

2019

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Name of the organization
GOODWILL INDUSTRIES-SUNCOAST, INC.

Employer identification number
59-0718492

Part I

Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- a Mail solicitations
- b Internet and email solicitations
- c Phone solicitations
- d In-person solicitations
- e Solicitation of non-government grants
- f Solicitation of government grants
- g Special fundraising events

2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? Yes No

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
Total						

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II Fundraising Events. Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events
		HIPPIE DASH		NONE	(add col. (a) through col. (c))
		(event type)	(event type)	(total number)	
Revenue	1	Gross receipts	50,942.		50,942.
	2	Less: Contributions	50,942.		50,942.
	3	Gross income (line 1 minus line 2)			
Direct Expenses	4	Cash prizes			
	5	Noncash prizes			
	6	Rent/facility costs			
	7	Food and beverages			
	8	Entertainment			
	9	Other direct expenses	11,346.		11,346.
	10	Direct expense summary. Add lines 4 through 9 in column (d)			11,346.
	11	Net income summary. Subtract line 10 from line 3, column (d)			-11,346.

Part III Gaming. Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1	Gross revenue			
Direct Expenses	2	Cash prizes			
	3	Noncash prizes			
	4	Rent/facility costs			
	5	Other direct expenses			
	6	Volunteer labor	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No
	7	Direct expense summary. Add lines 2 through 5 in column (d)			
	8	Net gaming income summary. Subtract line 7 from line 1, column (d)			

9 Enter the state(s) in which the organization conducts gaming activities: _____

a Is the organization licensed to conduct gaming activities in each of these states? Yes No

b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? Yes No

b If "Yes," explain: _____

- 11 Does the organization conduct gaming activities with nonmembers? Yes No
- 12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? Yes No
- 13 Indicate the percentage of gaming activity conducted in:

a The organization's facility	13a	%
b An outside facility	13b	%
- 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ▶ _____

Address ▶ _____

- 15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? Yes No
- b If "Yes," enter the amount of gaming revenue received by the organization ▶ \$ _____ and the amount of gaming revenue retained by the third party ▶ \$ _____
- c If "Yes," enter name and address of the third party:

Name ▶ _____

Address ▶ _____

16 Gaming manager information:

Name ▶ _____

Gaming manager compensation ▶ \$ _____

Description of services provided ▶ _____

Director/officer Employee Independent contractor

17 Mandatory distributions:

- a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? Yes No
- b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ▶ \$ _____

Part IV Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

Part IV Supplemental Information *(continued)*

DRAFT 2

**SCHEDULE J
(Form 990)**

Compensation Information

OMB No. 1545-0047

2019

Open to Public Inspection

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
 ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
 ▶ Attach to Form 990.
 ▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Department of the Treasury
Internal Revenue Service

Name of the organization: **GOODWILL INDUSTRIES - SUNCOAST, INC.** ✓
 Employer identification number: **59-0718492** ✓

Part I Questions Regarding Compensation

1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

- | | |
|--|--|
| <input type="checkbox"/> First-class or charter travel | <input type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees |
| <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (such as maid, chauffeur, chef) |

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?

3 Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

- | | |
|---|---|
| <input checked="" type="checkbox"/> Compensation committee | <input type="checkbox"/> Written employment contract |
| <input checked="" type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study |
| <input checked="" type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

4 During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

- a** Receive a severance payment or change-of-control payment? **4a** Yes No
- b** Participate in, or receive payment from, a supplemental nonqualified retirement plan? **4b** Yes No
- c** Participate in, or receive payment from, an equity-based compensation arrangement? **4c** Yes No
- If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.

5 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

- a** The organization? **5a** Yes No
- b** Any related organization? **5b** Yes No
- If "Yes" on line 5a or 5b, describe in Part III.

6 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

- a** The organization? **6a** Yes No
- b** Any related organization? **6b** Yes No
- If "Yes" on line 6a or 6b, describe in Part III.

7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III **7** Yes No

8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III **8** Yes No

9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)? **9** Yes No

	Yes	No
1b		
2		
4a		<input checked="" type="checkbox"/>
4b	<input checked="" type="checkbox"/>	
4c		<input checked="" type="checkbox"/>
5a		<input checked="" type="checkbox"/>
5b		<input checked="" type="checkbox"/>
6a		<input checked="" type="checkbox"/>
6b		<input checked="" type="checkbox"/>
7		<input checked="" type="checkbox"/>
8		<input checked="" type="checkbox"/>
9		

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2019

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) DEBORAH A. PASSERINI PRESIDENT/CEO	(i)	350,693.	111,570.	0.	45,964.	6,499.	514,726.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) GARY R. HEBERT TREASURER	(i)	251,681.	40,185.	0.	10,950.	5,576.	308,392.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) PAUL NORRIS VP OF CORRECTIONS	(i)	162,513.	16,715.	0.	6,676.	6,626.	192,530.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) ALLEN STARR CIO	(i)	158,460.	13,679.	0.	6,348.	6,626.	185,113.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(5) STEFANIE ANNA SECRETARY	(i)	154,172.	14,617.	0.	6,307.	6,626.	181,722.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(6) KRIS RAWSON VP OF WORKFORCE	(i)	145,366.	12,821.	0.	6,214.	6,499.	170,900.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(7) JACQUELINE MILLER VP OF HR	(i)	131,551.	12,327.	0.	5,406.	6,568.	155,852.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(8) JAMES WILLIAMS III VP OF DEVELOPMENT	(i)	121,203.	12,348.	0.	23,308.	5,520.	162,379.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(9) BRAD STEFFANI VP OF RETAIL	(i)	135,378.	16,000.	0.	0.	5,520.	156,898.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

Horizontal lines for supplemental information with a large diagonal "DRAFT 2" watermark.

Part IV Business Transactions Involving Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues?	
				Yes	No
USI INSURANCE SERVICES	FORMER DIRECTOR	1,262,158.	INSURANCE P		X

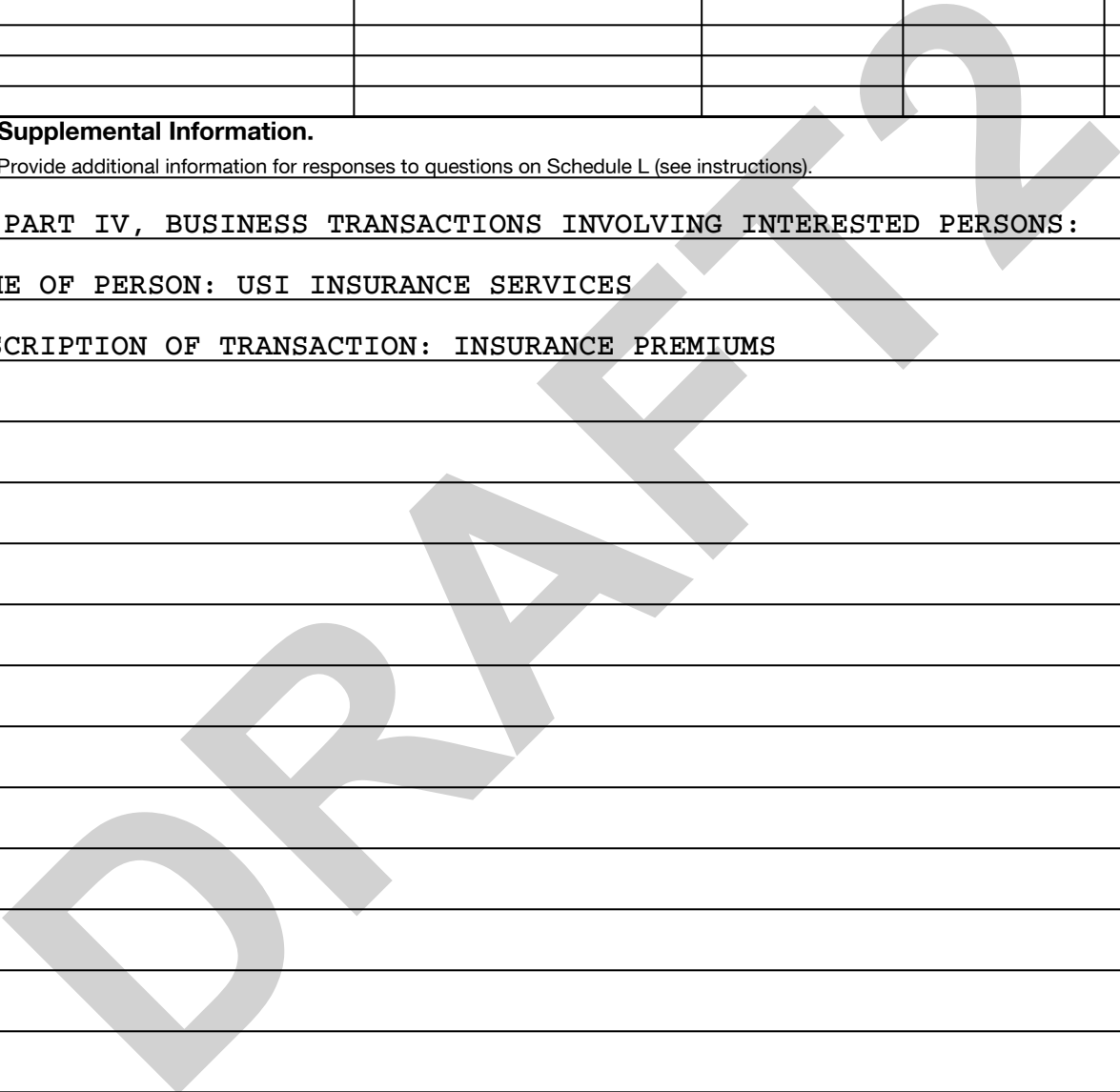
Part V Supplemental Information.

Provide additional information for responses to questions on Schedule L (see instructions).

SCH L, PART IV, BUSINESS TRANSACTIONS INVOLVING INTERESTED PERSONS:

(A) NAME OF PERSON: USI INSURANCE SERVICES

(D) DESCRIPTION OF TRANSACTION: INSURANCE PREMIUMS



**SCHEDULE M
(Form 990)**

Noncash Contributions

OMB No. 1545-0047

2019

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

- ▶ Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
- ▶ Attach to Form 990.
- ▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Name of the organization: **GOODWILL INDUSTRIES-SUNCOAST, INC.** Employer identification number: **59-0718492** ✓

Part I Types of Property

	(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1 Art - Works of art				
2 Art - Historical treasures				
3 Art - Fractional interests				
4 Books and publications				
5 Clothing and household goods	X		9,856,580.	COST OF GOODS SOLD
6 Cars and other vehicles	X	128	41,754.	FMV (SALES PRICE)
7 Boats and planes				
8 Intellectual property				
9 Securities - Publicly traded				
10 Securities - Closely held stock				
11 Securities - Partnership, LLC, or trust interests				
12 Securities - Miscellaneous				
13 Qualified conservation contribution - Historic structures				
14 Qualified conservation contribution - Other				
15 Real estate - Residential				
16 Real estate - Commercial				
17 Real estate - Other				
18 Collectibles				
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other ()				
26 Other ()				
27 Other ()				
28 Other ()				

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part IV, Donee Acknowledgement **29** **13** ✓

- 30a During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least three years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period? **X**
- b If "Yes," describe the arrangement in Part II.
- 31 Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions? **X**
- 32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions? **X**
- b If "Yes," describe in Part II.
- 33 If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.

	Yes	No
30a		X
31	X	
32a		X

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule M (Form 990) 2019

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2019

Open to Public
Inspection

Name of the organization

GOODWILL INDUSTRIES-SUNCOAST, INC.

Employer identification number

59-0718492

FORM 990, PART I, LINE 6

VOLUNTEERS PROVIDE MULTIPLE SERVICES TO GOODWILL-SUNCOAST, INCLUDING MENTORING CLIENTS IN OUR PROGRAMS FOR PEOPLE WITH DEVELOPMENTAL DISABILITIES, ASSISTING WITH FUNDRAISING EVENTS OR VISITING WITH THE ELDERLY. MANY VOLUNTEERS ARE READERS FOR GOODWILL'S BOOKWORKS PROGRAM WHERE THEY READ TO AT-RISK CHILDREN OR SORT AND PREPARE BOOKS FOR DISTRIBUTION. AFTER VOLUNTEERS READ TO A GROUP OF AT-RISK YOUTH, THEY GIVE EACH CHILD THEIR OWN, PERSONALIZED BOOK TO TAKE HOME. THE NUMBER OF CHILDREN SERVED BY BOOKWORKS DURING THE PAST YEAR WAS 55,250.

FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

OUR MISSION IS HELPING PEOPLE ACHIEVE THEIR FULL POTENTIAL THROUGH THE DIGNITY AND POWER OF WORK. WE ACHIEVE THE MISSION THROUGH JOB TRAINING, EMPLOYMENT, AND PERSONAL GROWTH OPPORTUNITIES FOR PEOPLE WITH DISABILITIES AND OTHER BARRIERS TO EMPLOYMENT. GOODWILL ALSO PROMOTES A GREENER COMMUNITY BY REPURPOSING ITEMS THAT MAY OTHERWISE BE RELEGATED TO LANDFILLS.

FORM 990, PART III, LINE 4B, PROGRAM SERVICE ACCOMPLISHMENTS:

(CONTINUED FROM PART III, LINE 4B) WHEN AMEY LEFT HIGH SCHOOL, SHE ENROLLED IN A TRAINING CENTER FOR ADULTS WITH DISABILITIES WHERE HER "JOB" WAS PULLING WEEDS DAY AFTER DAY IN A HOT GARDEN. SOON AFTER SHE CAME TO GOODWILL'S LIFE SKILLS DEVELOPMENT PROGRAM. IT WAS THERE THAT SHE BEGAN TO BLOSSOM. IN TIME AMEY PROGRESSED FROM SORTING ITEMS FOR THE OUTLET STORE TO MASTERING THE MUCH MORE COMPLEX JOB OF CASHIER.

Name of the organization

GOODWILL INDUSTRIES-SUNCOAST, INC.

Employer identification number

59-0718492

DURING HER TIME AT THE GOODWILL OUTLET STORE, SHE ENJOYED MAKING MONEY AND MAKING FRIENDS. AND, SHE CAME BURSTING OUT OF HER SHELL. "AT FIRST I WAS SHY, I DIDN'T SAY ONE WORD. NOW THEY CAN'T GET ME TO STOP TALKING!" AMEY'S PROGRESSION EVENTUALLY LED HER TO SEEK EMPLOYMENT IN THE COMMUNITY AND SHE LANDED A JOB AT TJ MAXX. SHE EVEN BEGAN SCHEDULING HER OWN TRANSPORTATION TO AND FROM WORK, SOMETHING SHE LEARNED FROM HER GOODWILL JOB COACH. "I DO IT MYSELF NOW, AND I'M PROUD OF MYSELF!"

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

CONTRACT SERVICES - PACKAGING, ASSEMBLY OR LABELING WORK FOR BUSINESSES PROVIDES JOB TRAINING AND WORK HABITS TRAINING TO INDIVIDUALS WITH DEVELOPMENTAL DISABILITIES WHILE ALLOWING THEM TO EARN PAYCHECKS. TOTAL CLIENTS SERVED WERE 161.

EXPENSES \$ 404,680. INCLUDING GRANTS OF \$ 0. REVENUE \$ 24,506.

FORM 990, PART VI, SECTION B, LINE 11B:

THE AUDIT COMMITTEE REVIEWS THE FORM 990 AND REPORTS ITS COMMENTS TO THE BOARD EITHER AT A MEETING OR VIA EMAIL. EACH BOARD MEMBER RECEIVES A COPY OF THE 990 AND APPROVES BEFORE FILING.

FORM 990, PART VI, SECTION B, LINE 12C:

ALL BOARD MEMBERS ARE REQUIRED TO DISCLOSE ANY POTENTIAL CONFLICT OF INTEREST PRIOR TO DISCUSSION OF ANY ITEM IN WHICH A CONFLICT MAY BE PRESENT OR ARISE. CONFLICTED MEMBERS EXIT THE BOARDROOM AND ABSTAIN FROM VOTING ON ANY MATTERS WHERE A CONFLICT OF INTEREST IS PRESENT. MEMBERS ALSO COMPLETE ANNUAL DISCLOSURES OF ANY POTENTIAL CONFLICTS OF INTERESTS IN WRITING.

Name of the organization GOODWILL INDUSTRIES-SUNCOAST, INC.	Employer identification number 59-0718492
--	--

FORM 990, PART VI, SECTION B, LINE 15:

LINE 15A - COMPENSATION PROCESS FOR TOP OFFICIAL

THE EXECUTIVE COMMITTEE SERVES AS THE COMPENSATION COMMITTEE FOR THE BOARD OF DIRECTORS AND REVIEWS AND ESTABLISHES THE TOTAL COMPENSATION FOR THE CEO ANNUALLY, UTILIZING A THIRD-PARTY COMPENSATION CONSULTANT WHO DEVELOPS A WAGE COMPARABILITY STUDY THAT ALSO INCORPORATES A 990 PEER GROUP, AND COMPILES THE DATA. THE BOARD REVIEWS THE COMPARABILITY DATA AND THE TOTAL COMPENSATION, WITH THE RECOMMENDATIONS FROM THE EXECUTIVE COMMITTEE ANNUALLY TOGETHER WITH THE CEO'S PERFORMANCE. THE FULL BOARD APPROVES ALL COMPENSATION CHANGES. THE STUDY IS COMPLETED AT LEAST EVERY THREE YEARS.

LINE 15B - COMPENSATION PROCESS FOR OFFICERS

THE COMPENSATION CONSULTANT COMPILES A WAGE COMPARABILITY STUDY THAT ALSO INCORPORATES A 990 PEER GROUP FOR OFFICERS AND KEY EMPLOYEES, AND HIGHLY PAID INDIVIDUALS. THE STUDY IS COMPLETED AT LEAST EVERY THREE YEARS AND DATA IS PRESENTED TO THE EXECUTIVE COMMITTEE AND THE FULL BOARD. TOTAL COMPENSATION IS ESTABLISHED BY THE CEO IN COMPLIANCE WITH THE BOARD'S POLICY ON EXECUTIVE COMPENSATION, WHICH INCLUDES TARGETED PERCENTILE RANGES. ANY COMPENSATION FALLING OUTSIDE OF PRE-ESTABLISHED RANGES IS BROUGHT TO THE EXECUTIVE COMMITTEE AND BOARD FOR APPROVAL.

FORM 990, PART VI, SECTION C, LINE 19:

GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY AND FINANCIAL STATEMENT AVAILABLE UPON REQUEST.

FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS:

CHANGE IN SPLIT INTEREST VALUE 140,762.

INTEREST RATE SWAP -3,708,441.

Name of the organization

GOODWILL INDUSTRIES-SUNCOAST, INC.

Employer identification number

59-0718492

TOTAL TO FORM 990, PART XI, LINE 9

-3,567,679.

FORM 990, PART XI, LINE 2C, AUDIT COMMITTEE:

THE AUDIT COMMITTEE'S PROCESS OF AUDIT EVALUATION HAS NOT CHANGED FROM THE PRIOR YEAR.

DRAFT 2

**SCHEDULE R
(Form 990)**

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
▶ Attach to Form 990.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2019

Open to Public Inspection

Name of the organization **GOODWILL INDUSTRIES-SUNCOAST, INC.** ✓
Employer identification number **59-0718492** ✓

Part I Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II Identification of Related Tax-Exempt Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
G.I.S. HOUSING, INC. - 59-1747348 7700 66TH STREET N PINELLAS PARK, FL 33781	SEC 202	FLORIDA	501(C)(3)	LINE 7	N/A		X
G.I.S. HOUSING-HILLSBOROUGH, INC. - 59-2528701, 5002 S. BRIDGE STREET, TAMPA, FL 33611	SEC 202	FLORIDA	501(C)(3)	LINE 7	N/A		X
G.I.S. HOUSING III, INC. - 59-2810028 1167 TURNER STREET CLEARWATER, FL 34617	SEC 202	FLORIDA	501(C)(3)	LINE 7	N/A		X
G.I.S. HOUSING IV, INC. - 59-3066050 2820 SW 34TH STREET OCALA, FL 34474	SEC 202	FLORIDA	501(C)(3)	LINE 7	N/A		X

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule R (Form 990) 2019

Part II Continuation of Identification of Related Tax-Exempt Organizations

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization?	
						Yes	No
G.I.S. HOUSING V, INC. - 59-3145415 2351 ALDERMAN ROAD PALM HARBOR, FL 34683	SEC 202	FLORIDA	501(C)(3)	LINE 7	N/A		X
JOBWORKS, INC. - 59-3144604 10596 GANDY BOULEVARD ST. PETERSBURG, FL 33702	CONTRACT	FLORIDA	501(C)(3)	LINE 10	N/A		X

Part III Identification of Related Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

Part IV Identification of Related Organizations Taxable as a Corporation or Trust. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?	
								Yes	No

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

- a** Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity
- b** Gift, grant, or capital contribution to related organization(s)
- c** Gift, grant, or capital contribution from related organization(s)
- d** Loans or loan guarantees to or for related organization(s)
- e** Loans or loan guarantees by related organization(s)
- f** Dividends from related organization(s)
- g** Sale of assets to related organization(s)
- h** Purchase of assets from related organization(s)
- i** Exchange of assets with related organization(s)
- j** Lease of facilities, equipment, or other assets to related organization(s)
- k** Lease of facilities, equipment, or other assets from related organization(s)
- l** Performance of services or membership or fundraising solicitations for related organization(s)
- m** Performance of services or membership or fundraising solicitations by related organization(s)
- n** Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)
- o** Sharing of paid employees with related organization(s)
- p** Reimbursement paid to related organization(s) for expenses
- q** Reimbursement paid by related organization(s) for expenses
- r** Other transfer of cash or property to related organization(s)
- s** Other transfer of cash or property from related organization(s)

	Yes	No
1a		X
1b		X
1c		X
1d		X
1e		X
1f		X
1g		X
1h		X
1i		X
1j		X
1k		X
1l	X	
1m		X
1n	X	
1o	X	
1p		X
1q	X	
1r		X
1s		X

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1) G.I.S. HOUSING, INC.	L	51,327.	MANAGEMENT FEES
(2) G.I.S. HOUSING III, INC.	Q	113,720.	ACTUAL EXPENSE
(3) G.I.S. HOUSING IV, INC.	Q	217,256.	ACTUAL EXPENSE
(4) G.I.S. HOUSING V, INC.	L	54,266.	MANAGEMENT FEES
(5) JOBWORKS, INC.	Q	1,709,018.	ACTUAL EXPENSE
(6)			

Part VI Unrelated Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) <small>Are all partners sec. 501(c)(3) orgs.?</small>		(f) Share of total income	(g) Share of end-of-year assets	(h) <small>Dispropor- tionate allocations?</small>		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) <small>General or managing partner?</small>		(k) Percentage ownership
				Yes	No			Yes	No		Yes	No	

Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R. See instructions.

PART V, TRANSACTION TYPES "N" AND "O":

THE ORGANIZATION PROVIDES ACCOUNTING AND ADMINISTRATIVE SERVICES FOR EACH OF THE ENTITIES REPORTED IN SCHEDULE R, PART II. AT THIS TIME, THE ORGANIZATION IS NOT REIMBURSED FOR THESE SERVICES.



Form **990-W**

**Estimated Tax on Unrelated Business Taxable
Income for Tax-Exempt Organizations**

OMB No. 1545-0047

(Worksheet)

(and on Investment Income for Private Foundations) FORM 990-T

Department of the Treasury
Internal Revenue Service

▶ Go to www.irs.gov/Form990W for instructions and the latest information.
▶ Keep for your records. Do not send to the Internal Revenue Service.

2020

1	Unrelated business taxable income expected in the tax year	1	
2	Tax on the amount on line 1. See instructions for tax computation	2	
3	Alternative minimum tax for trusts. See instructions	3	
4	Total. Add lines 2 and 3	4	
5	Estimated tax credits. See instructions	5	
6	Subtract line 5 from line 4	6	
7	Other taxes. See instructions	7	
8	Total. Add lines 6 and 7	8	
9	Credit for federal tax paid on fuels. See instructions	9	
10a	Subtract line 9 from line 8. Note: If less than \$500, the organization is not required to make estimated tax payments. Private foundations, see instructions	10a	
b	Enter the tax shown on the 2019 return. See instructions. Caution: If zero or the tax year was for less than 12 months, skip this line and enter the amount from line 10a on line 10c	10b	
c	2020 Estimated Tax. Enter the smaller of line 10a or line 10b. If the organization is required to skip line 10b, enter the amount from line 10a on line 10c	10c	2,951.

		(a)	(b)	(c)	(d)
11	Installment due dates. See instructions	11	12/15/20	03/15/21	06/15/21
12	Required installments. Enter 25% of line 10c in columns (a) through (d). But see instructions if the organization uses the annualized income installment method, the adjusted seasonal installment method, or is a "large organization."	12	1,351.	800.	800.
13	2019 Overpayment. See instructions	13	151.		
14	Payment due (Subtract line 13 from line 12)	14	1,200.	800.	800.

LHA For Paperwork Reduction Act Notice, see instructions.

Form **990-W** (2020)

ESTIMATED TAX	2,951.
OVERPAYMENT APPLIED	151.
AMOUNT DUE	2,800.

Exempt Organization Business Income Tax Return
(and proxy tax under section 6033(e))

2019

For calendar year 2019 or other tax year beginning JUL 1, 2019, and ending JUN 30, 2020

▶ Go to www.irs.gov/Form990T for instructions and the latest information.

▶ Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3).

Department of the Treasury
Internal Revenue Service

Open to Public Inspection for
501(c)(3) Organizations Only

<input type="checkbox"/> Check box if address changed	Print or Type	Name of organization (<input type="checkbox"/> Check box if name changed and see instructions.)	D Employer identification number (Employees' trust, see instructions.)
B Exempt under section <input checked="" type="checkbox"/> 501(c)(3)) <input type="checkbox"/> 408(e) <input type="checkbox"/> 220(e) <input type="checkbox"/> 408A <input type="checkbox"/> 530(a) <input type="checkbox"/> 529(a)		GOODWILL INDUSTRIES-SUNCOAST, INC.	59-0718492 ✓
		Number, street, and room or suite no. If a P.O. box, see instructions. P.O. BOX 14456	E Unrelated business activity code (See instructions.)
		City or town, state or province, country, and ZIP or foreign postal code ST. PETERSBURG, FL 33733-4456	532420

C Book value of all assets at end of year 116,871,815.

F Group exemption number (See instructions.) ▶

G Check organization type ▶ 501(c) corporation 501(c) trust 401(a) trust Other trust

H Enter the number of the organization's unrelated trades or businesses. ▶ 1 Describe the only (or first) unrelated trade or business here ▶ BILLBOARD RENTALS. If only one, complete Parts I-V. If more than one, describe the first in the blank space at the end of the previous sentence, complete Parts I and II, complete a Schedule M for each additional trade or business, then complete Parts III-V.

I During the tax year, was the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group? Yes No
If "Yes," enter the name and identifying number of the parent corporation. ▶

J The books are in care of ▶ TRACEY BOUCHER Telephone number ▶ 727-523-1512

Part I Unrelated Trade or Business Income		(A) Income	(B) Expenses	(C) Net
1a	Gross receipts or sales			
b	Less returns and allowances			
c	Balance	1c		
2	Cost of goods sold (Schedule A, line 7)	2		
3	Gross profit. Subtract line 2 from line 1c	3		
4a	Capital gain net income (attach Schedule D)	4a		
b	Net gain (loss) (Form 4797, Part II, line 17) (attach Form 4797)	4b		
c	Capital loss deduction for trusts	4c		
5	Income (loss) from a partnership or an S corporation (attach statement)	5		
6	Rent income (Schedule C)	6	14,943.	14,943.
7	Unrelated debt-financed income (Schedule E)	7		
8	Interest, annuities, royalties, and rents from a controlled organization (Schedule F)	8		
9	Investment income of a section 501(c)(7), (9), or (17) organization (Schedule G)	9		
10	Exploited exempt activity income (Schedule I)	10		
11	Advertising income (Schedule J)	11		
12	Other income (See instructions; attach schedule)	12		
13	Total. Combine lines 3 through 12	13	14,943.	14,943.

Part II Deductions Not Taken Elsewhere (See instructions for limitations on deductions.)
(Deductions must be directly connected with the unrelated business income.)

14	Compensation of officers, directors, and trustees (Schedule K)	14	
15	Salaries and wages	15	
16	Repairs and maintenance	16	
17	Bad debts	17	
18	Interest (attach schedule) (see instructions)	18	
19	Taxes and licenses	19	
20	Depreciation (attach Form 4562)	20	
21	Less depreciation claimed on Schedule A and elsewhere on return	21a	21b
22	Depletion	22	
23	Contributions to deferred compensation plans	23	
24	Employee benefit programs	24	
25	Excess exempt expenses (Schedule I)	25	
26	Excess readership costs (Schedule J)	26	
27	Other deductions (attach schedule)	27	
28	Total deductions. Add lines 14 through 27	28	0.
29	Unrelated business taxable income before net operating loss deduction. Subtract line 28 from line 13	29	14,943.
30	Deduction for net operating loss arising in tax years beginning on or after January 1, 2018 (see instructions)	30	0.
31	Unrelated business taxable income. Subtract line 30 from line 29	31	14,943.

Part III Total Unrelated Business Taxable Income	
32	Total of unrelated business taxable income computed from all unrelated trades or businesses (see instructions) 14,943.
33	Amounts paid for disallowed fringes 0.
34	Charitable contributions (see instructions for limitation rules) 14,943.
35	Total unrelated business taxable income before pre-2018 NOLs and specific deduction. Subtract line 34 from the sum of lines 32 and 33 14,943.
36	Deduction for net operating loss arising in tax years beginning before January 1, 2018 (see instructions) 14,943.
37	Total of unrelated business taxable income before specific deduction. Subtract line 36 from line 35 1,000.
38	Specific deduction (Generally \$1,000, but see line 38 instructions for exceptions) 13,943.
39	Unrelated business taxable income. Subtract line 38 from line 37. If line 38 is greater than line 37, enter the smaller of zero or line 37

Part IV Tax Computation	
40	Organizations Taxable as Corporations. Multiply line 39 by 21% (0.21) 2,928.
41	Trusts Taxable at Trust Rates. See instructions for tax computation. Income tax on the amount on line 39 from: <input type="checkbox"/> Tax rate schedule or <input type="checkbox"/> Schedule D (Form 1041) 41
42	Proxy tax. See instructions 42
43	Alternative minimum tax (trusts only) 43
44	Tax on Noncompliant Facility Income. See instructions 44
45	Total. Add lines 42, 43, and 44 to line 40 or 41, whichever applies 2,928.

Part V Tax and Payments	
46a	Foreign tax credit (corporations attach Form 1118; trusts attach Form 1116) 46a
b	Other credits (see instructions) 46b
c	General business credit. Attach Form 3800 46c
d	Credit for prior year minimum tax (attach Form 8801 or 8827) 46d
e	Total credits. Add lines 46a through 46d 46e
47	Subtract line 46e from line 45 2,928.
48	Other taxes. Check if from: <input type="checkbox"/> Form 4255 <input type="checkbox"/> Form 8611 <input type="checkbox"/> Form 8697 <input type="checkbox"/> Form 8866 <input type="checkbox"/> Other (attach schedule) 48
49	Total tax. Add lines 47 and 48 (see instructions) 2,928.
50	2019 net 965 tax liability paid from Form 965-A or Form 965-B, Part II, column (k), line 3 0.
51a	Payments: A 2018 overpayment credited to 2019 51a
b	2019 estimated tax payments 51b 3,100.
c	Tax deposited with Form 8868 51c
d	Foreign organizations: Tax paid or withheld at source (see instructions) 51d
e	Backup withholding (see instructions) 51e
f	Credit for small employer health insurance premiums (attach Form 8941) 51f
g	Other credits, adjustments, and payments: <input type="checkbox"/> Form 2439 <input type="checkbox"/> Form 4136 <input type="checkbox"/> Other Total 51g
52	Total payments. Add lines 51a through 51g 3,100.
53	Estimated tax penalty (see instructions). Check if Form 2220 is attached <input type="checkbox"/> 21.
54	Tax due. If line 52 is less than the total of lines 49, 50, and 53, enter amount owed 54
55	Overpayment. If line 52 is larger than the total of lines 49, 50, and 53, enter amount overpaid 151.
56	Enter the amount of line 55 you want: Credited to 2020 estimated tax 151. Refunded 0.

Part VI Statements Regarding Certain Activities and Other Information (see instructions)		
57	At any time during the 2019 calendar year, did the organization have an interest in or a signature or other authority over a financial account (bank, securities, or other) in a foreign country? If "Yes," the organization may have to file FinCEN Form 114, Report of Foreign Bank and Financial Accounts. If "Yes," enter the name of the foreign country here	Yes No
58	During the tax year, did the organization receive a distribution from, or was it the grantor of, or transferor to, a foreign trust? If "Yes," see instructions for other forms the organization may have to file.	Yes No
59	Enter the amount of tax-exempt interest received or accrued during the tax year \$	Yes No

Sign Here Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Signature of officer	Date	TREASURER	Title	May the IRS discuss this return with the preparer shown below (see instructions)? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
				Print/Type preparer's name	Preparer's signature
Paid Preparer Use Only		JULIANA KREUL		02/02/21	P01204534
Firm's name ▶ RSM US LLP		7351 OFFICE PARK PL.		Firm's EIN ▶	42-0714325
Firm's address ▶ MELBOURNE, FL 32940-8229		Phone no.		321-751-6200	

Schedule A - Cost of Goods Sold. Enter method of inventory valuation **N/A**

1	Inventory at beginning of year	1		6	Inventory at end of year	6			
2	Purchases	2		7	Cost of goods sold. Subtract line 6 from line 5. Enter here and in Part I, line 2	7			
3	Cost of labor	3		8	Do the rules of section 263A (with respect to property produced or acquired for resale) apply to the organization?		Yes	No	
4a	Additional section 263A costs (attach schedule)	4a							
4b	Other costs (attach schedule)	4b							
5	Total. Add lines 1 through 4b	5							

Schedule C - Rent Income (From Real Property and Personal Property Leased With Real Property)

(see instructions)

1. Description of property

(1) **BILLBOARD REVENUES**

(2)

(3)

(4)

2. Rent received or accrued

(a) From personal property (if the percentage of rent for personal property is more than 10% but not more than 50%)	(b) From real and personal property (if the percentage of rent for personal property exceeds 50% or if the rent is based on profit or income)	3(a) Deductions directly connected with the income in columns 2(a) and 2(b) (attach schedule)
(1)	14,943. ✓	
(2)		
(3)		
(4)		
Total	0.	Total 14,943.

(c) **Total income.** Add totals of columns 2(a) and 2(b). Enter here and on page 1, Part I, line 6, column (A)

14,943.

(b) **Total deductions.**

Enter here and on page 1, Part I, line 6, column (B)

0.

Schedule E - Unrelated Debt-Financed Income (see instructions)

1. Description of debt-financed property	2. Gross income from or allocable to debt-financed property	3. Deductions directly connected with or allocable to debt-financed property		
		(a) Straight line depreciation (attach schedule)	(b) Other deductions (attach schedule)	
(1)				
(2)				
(3)				
(4)				
4. Amount of average acquisition debt on or allocable to debt-financed property (attach schedule)	5. Average adjusted basis of or allocable to debt-financed property (attach schedule)	6. Column 4 divided by column 5	7. Gross income reportable (column 2 x column 6)	8. Allocable deductions (column 6 x total of columns 3(a) and 3(b))
(1)		%		
(2)		%		
(3)		%		
(4)		%		
Totals			Enter here and on page 1, Part I, line 7, column (A).	Enter here and on page 1, Part I, line 7, column (B).
			0.	0.
Total dividends-received deductions included in column 8				0.

Schedule F - Interest, Annuities, Royalties, and Rents From Controlled Organizations (see instructions)

1. Name of controlled organization	2. Employer identification number	Exempt Controlled Organizations			
		3. Net unrelated income (loss) (see instructions)	4. Total of specified payments made	5. Part of column 4 that is included in the controlling organization's gross income	6. Deductions directly connected with income in column 5
(1)					
(2)					
(3)					
(4)					

Nonexempt Controlled Organizations

7. Taxable income	8. Net unrelated income (loss) (see instructions)	9. Total of specified payments made	10. Part of column 9 that is included in the controlling organization's gross income	11. Deductions directly connected with income in column 10
(1)				
(2)				
(3)				
(4)				
			Add columns 5 and 10. Enter here and on page 1, Part I, line 8, column (A).	Add columns 6 and 11. Enter here and on page 1, Part I, line 8, column (B).
Totals			0.	0.

Schedule G - Investment Income of a Section 501(c)(7), (9), or (17) Organization (see instructions)

1. Description of income	2. Amount of income	3. Deductions directly connected (attach schedule)	4. Set-asides (attach schedule)	5. Total deductions and set-asides (col. 3 plus col. 4)
(1)				
(2)				
(3)				
(4)				
		Enter here and on page 1, Part I, line 9, column (A).	Enter here and on page 1, Part I, line 9, column (B).	
Totals		0.	0.	

Schedule I - Exploited Exempt Activity Income, Other Than Advertising Income (see instructions)

1. Description of exploited activity	2. Gross unrelated business income from trade or business	3. Expenses directly connected with production of unrelated business income	4. Net income (loss) from unrelated trade or business (column 2 minus column 3). If a gain, compute cols. 5 through 7.	5. Gross income from activity that is not unrelated business income	6. Expenses attributable to column 5	7. Excess exempt expenses (column 6 minus column 5, but not more than column 4).
(1)						
(2)						
(3)						
(4)						
		Enter here and on page 1, Part I, line 10, col. (A).	Enter here and on page 1, Part I, line 10, col. (B).			Enter here and on page 1, Part II, line 25.
Totals		0.	0.			0.

Schedule J - Advertising Income (see instructions)

Part I Income From Periodicals Reported on a Consolidated Basis

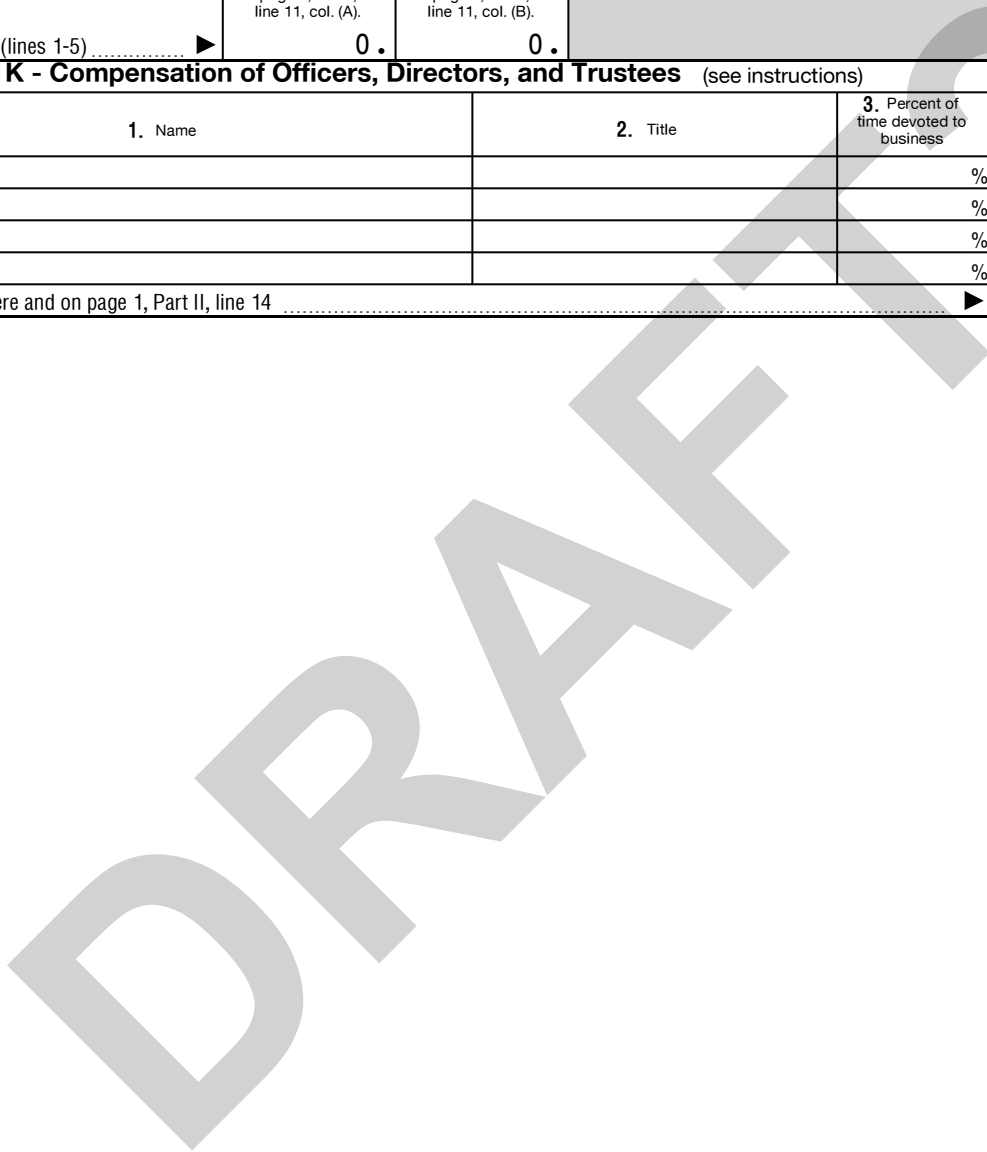
1. Name of periodical	2. Gross advertising income	3. Direct advertising costs	4. Advertising gain or (loss) (col. 2 minus col. 3). If a gain, compute cols. 5 through 7.	5. Circulation income	6. Readership costs	7. Excess readership costs (column 6 minus column 5, but not more than column 4).
(1)						
(2)						
(3)						
(4)						
Totals (carry to Part II, line (5))		0.	0.			0.

Part II **Income From Periodicals Reported on a Separate Basis** (For each periodical listed in Part II, fill in columns 2 through 7 on a line-by-line basis.)

1. Name of periodical	2. Gross advertising income	3. Direct advertising costs	4. Advertising gain or (loss) (col. 2 minus col. 3). If a gain, compute cols. 5 through 7.	5. Circulation income	6. Readership costs	7. Excess readership costs (column 6 minus column 5, but not more than column 4).
(1)						
(2)						
(3)						
(4)						
Totals from Part I	0.	0.				0.
Totals, Part II (lines 1-5)	Enter here and on page 1, Part I, line 11, col. (A). 0.	Enter here and on page 1, Part I, line 11, col. (B). 0.				Enter here and on page 1, Part II, line 26. 0.

Schedule K - Compensation of Officers, Directors, and Trustees (see instructions)

1. Name	2. Title	3. Percent of time devoted to business	4. Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on page 1, Part II, line 14			0.



Name **GOODWILL INDUSTRIES-SUNCOAST, INC.** Employer identification number **59-0718492**

Note: Generally, the corporation is not required to file Form 2220 (see Part II below for exceptions) because the IRS will figure any penalty owed and bill the corporation. However, the corporation may still use Form 2220 to figure the penalty. If so, enter the amount from page 2, line 38, on the estimated tax penalty line of the corporation's income tax return, but **do not** attach Form 2220.

Part I Required Annual Payment			
1	Total tax (see instructions)	1	2,928.
2a	Personal holding company tax (Schedule PH (Form 1120), line 26) included on line 1	2a	
2b	Look-back interest included on line 1 under section 460(b)(2) for completed long-term contracts or section 167(g) for depreciation under the income forecast method	2b	
2c	Credit for federal tax paid on fuels (see instructions)	2c	
2d	Total. Add lines 2a through 2c	2d	
3	Subtract line 2d from line 1. If the result is less than \$500, do not complete or file this form. The corporation does not owe the penalty	3	2,928.
4	Enter the tax shown on the corporation's 2018 income tax return. See instructions. Caution: If the tax is zero or the tax year was for less than 12 months, skip this line and enter the amount from line 3 on line 5	4	2,814.
5	Required annual payment. Enter the smaller of line 3 or line 4. If the corporation is required to skip line 4, enter the amount from line 3	5	2,814.

Part II Reasons for Filing - Check the boxes below that apply. If any boxes are checked, the corporation **must** file Form 2220 even if it does not owe a penalty. See instructions.

6 The corporation is using the adjusted seasonal installment method.

7 The corporation is using the annualized income installment method.

8 The corporation is a "large corporation" figuring its first required installment based on the prior year's tax.

Part III Figuring the Underpayment		(a)	(b)	(c)	(d)
9	Installment due dates. Enter in columns (a) through (d) the 15th day of the 4th (Form 990-PF filers: Use 5th month), 6th, 9th, and 12th months of the corporation's tax year	10/15/19	12/15/19	03/15/20	06/15/20
10	Required installments. If the box on line 6 and/or line 7 above is checked, enter the amounts from Sch A, line 38. If the box on line 8 (but not 6 or 7) is checked, see instructions for the amounts to enter. If none of these boxes are checked, enter 25% (0.25) of line 5 above in each column	704.	703.	704.	703.
11	Estimated tax paid or credited for each period. For column (a) only, enter the amount from line 11 on line 15. See instructions			3,100.	
Complete lines 12 through 18 of one column before going to the next column.					
12	Enter amount, if any, from line 18 of the preceding column				989.
13	Add lines 11 and 12			3,100.	989.
14	Add amounts on lines 16 and 17 of the preceding column		704.	1,407.	
15	Subtract line 14 from line 13. If zero or less, enter -0-	0.	0.	1,693.	989.
16	If the amount on line 15 is zero, subtract line 13 from line 14. Otherwise, enter -0-		704.	0.	
17	Underpayment. If line 15 is less than or equal to line 10, subtract line 15 from line 10. Then go to line 12 of the next column. Otherwise, go to line 18	704.	703.		
18	Overpayment. If line 10 is less than line 15, subtract line 10 from line 15. Then go to line 12 of the next column			989.	

Go to Part IV on page 2 to figure the penalty. Do not go to Part IV if there are no entries on line 17 - no penalty is owed.

Part IV Figuring the Penalty

	(a)	(b)	(c)	(d)
19 Enter the date of payment or the 15th day of the 4th month after the close of the tax year, whichever is earlier. (C corporations with tax years ending June 30 and S corporations: Use 3rd month instead of 4th month. Form 990-PF and Form 990-T filers: Use 5th month instead of 4th month.) See instructions	19			
20 Number of days from due date of installment on line 9 to the date shown on line 19	20			
21 Number of days on line 20 after 4/15/2019 and before 7/1/2019	21			
22 Underpayment on line 17 x $\frac{\text{Number of days on line 21} \times 6\% (0.06)}{365}$...	22 \$	\$	\$	\$
23 Number of days on line 20 after 06/30/2019 and before 10/1/2019 ...	23			
24 Underpayment on line 17 x $\frac{\text{Number of days on line 23} \times 5\% (0.05)}{365}$...	24 \$	\$	\$	\$
25 Number of days on line 20 after 9/30/2019 and before 1/1/2020	25			
26 Underpayment on line 17 x $\frac{\text{Number of days on line 25} \times 5\% (0.05)}{365}$...	26 \$	\$	\$	\$
27 Number of days on line 20 after 12/31/2019 and before 4/1/2020 ...	27	SEE ATTACHED WORKSHEET		
28 Underpayment on line 17 x $\frac{\text{Number of days on line 27} \times 5\% (0.05)}{366}$...	28 \$	\$	\$	\$
29 Number of days on line 20 after 3/31/2020 and before 7/1/2020	29			
30 Underpayment on line 17 x $\frac{\text{Number of days on line 29} \times \%}{366}$	30 \$	\$	\$	\$
31 Number of days on line 20 after 6/30/2020 and before 10/1/2020 ...	31			
32 Underpayment on line 17 x $\frac{\text{Number of days on line 31} \times \%}{366}$	32 \$	\$	\$	\$
33 Number of days on line 20 after 9/30/2020 and before 1/1/2021	33			
34 Underpayment on line 17 x $\frac{\text{Number of days on line 33} \times \%}{366}$	34 \$	\$	\$	\$
35 Number of days on line 20 after 12/31/2020 and before 3/16/2021	35			
36 Underpayment on line 17 x $\frac{\text{Number of days on line 35} \times \%}{365}$	36 \$	\$	\$	\$
37 Add lines 22, 24, 26, 28, 30, 32, 34, and 36	37 \$	\$	\$	\$
38 Penalty. Add columns (a) through (d) of line 37. Enter the total here and on Form 1120, line 34; or the comparable line for other income tax returns	38 \$			21.

* Use the penalty interest rate for each calendar quarter, which the IRS will determine during the first month in the preceding quarter. These rates are published quarterly in an IRS News Release and in a revenue ruling in the Internal Revenue Bulletin. To obtain this information on the Internet, access the IRS website at www.irs.gov. You can also call 1-800-829-4933 to get interest rate information.



Florida Corporate Income/Franchise Tax Return

F-1120, R. 01/20 1019

FEIN 59-0718492

For calendar year 2019 or tax year beginning JUL 1, 2019 ending JUN 30, 2020

Rule 12C-1.051 Florida Administrative Code Effective 01/20 Page 1 of 6

803302020063000020050376359071849200006

Name GOODWILL INDUSTRIES-SUNCOAST, INC.
Address P.O. BOX 14456
City/State/ZIP ST. PETERSBURG, FL 33733-4456
Check here if any changes have been made to name or address

Computation of Florida Net Income Tax

Table with 2 columns: Description and Amount. Rows include Federal taxable income, State income taxes, Additions, Subtractions, Adjusted federal income, Florida portion, Nonbusiness income, Florida exemption, Florida net income, Tax due, Credits, Total corporate income/franchise tax due, Payment credits, Total amount due.

944081 09-30-19

Payment Coupon for Florida Corporate Income Tax Return

1019 F-1120 R. 01/20

Do Not Detach

YEAR ENDING 06/30/20

To ensure proper credit to your account, enclose your check with tax return when mailing.

Name GOODWILL INDUSTRIES-SUNCOAST,
Address P.O. BOX 14456
City/State/ZIP ST. PETERSBURG, FL 33733-445
If 6/30 year end, return is due 1st day of the 4th month after the close of the taxable year, otherwise return is due 1st day of the 5th month after the close of the taxable year.

Table with 4 columns of numbers: 590718492, 20190701, 20200630, 00000000, 012, 201, 1494300, 0.

0

8033 0 20200630 0002005037 6 3590718492 0000 6



GOODWILL INDUSTRIES-SUNCOAST, INC.

1019

F-1120

R. 01/20

Page 2 of 6

FEIN 59-0718492

06/30/20

This return is considered incomplete unless a copy of the federal return is attached.

If your return is not signed, or improperly signed and verified, it will be subject to a penalty. The statute of limitations will not start until your return is properly signed and verified. Your return must be completed in its entirety.

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

Sign here, Title: TREASURER, Preparer's signature, Date: 02/02/21, Preparer's PTIN: P01204534, Firm's name: RSM US LLP, 7351 OFFICE PARK PL., MELBOURNE, FL, FEIN: 42-0714325, ZIP: 32940-8229

All Taxpayers Must Answer Questions A through M Below - See Instructions

- A. State of incorporation: FL
B. Florida Secretary of State document number: 711941
C. Florida consolidated return? YES NO [X]
D. Initial return Final return (final federal return filed)
E. Principal Business Activity Code (as pertains to Florida) 532420
G-1. Corporation is a member of a controlled group? YES NO [X]
G-2. Part of a federal consolidated return? YES NO [X]
G-3. The federal common parent has sales, property, or payroll in Florida? YES NO [X]
H. Location of corporate books: P.O. BOX 14456, ST. PETERSBURG, FL 33733
I. Taxpayer is a member of a Florida partnership or joint venture? YES NO [X]
J. Enter date of latest IRS audit:
K. Contact person concerning this return: TRACEY BOUCHER, 727-523-1512, TRACEY.BOUCHER@GOODW
L. Type of federal return filed 1120 1120S or 990-T

New - Online Information Reporting Requirement

Visit the Department website to obtain a list of the required information, due date, penalty rate and application to enter the information. (See section 220.27, Florida Statutes)

Where to Send Payments and Returns

Make check payable to and mail with return to:

Florida Department of Revenue
5050 W Tennessee Street
Tallahassee FL 32399-0135

If you are requesting a refund (Line 19), send your return to:

Florida Department of Revenue
PO Box 6440
Tallahassee FL 32314-6440

Remember:

- Make your check payable to the Florida Department of Revenue.
Write your FEIN on your check.
Sign your check and return.
Attach a copy of your federal return.
Attach a copy of your Florida Form F-7004 (extension of time) if applicable.



NAME GOODWILL INDUSTRIES-SUNCOAST, INC. FEIN 59-0718492 TAXABLE YEAR ENDING 06/30/20

Schedule I - Additions and/or Adjustments to Federal Taxable Income	
1. Interest excluded from federal taxable income (see instructions)	1.
2. Undistributed net long-term capital gains (see instructions)	2.
3. Net operating loss deduction (attach schedule)	3.
4. Net capital loss carryover (attach schedule)	4.
5. Excess charitable contribution carryover (attach schedule)	5.
6. Employee benefit plan contribution carryover (attach schedule)	6.
7. Enterprise zone jobs credit (Florida Form F-1156Z)	7.
8. Ad valorem taxes allowable as enterprise zone property tax credit (Florida Form F-1158Z)	8.
9. Guaranty association assessment(s) credit	9.
10. Rural and/or urban high crime area job tax credits	10.
11. State housing tax credit	11.
12. Florida Tax Credit Scholarship Program Credits	12.
13. Florida Renewable energy production tax credit	13.
14. New markets tax credit	14.
15. Entertainment industry tax credit	15.
16. Research and Development tax credit	16.
17. Energy Economic Zone tax credit	17.
18. s. 168(k) IRC special bonus depreciation	18.
19. Other additions (attach schedule)	19.
20. Total Lines 1 through 19. Enter total on Line 20 and on Page 1, Line 3.	20.

Schedule II - Subtractions from Federal Taxable Income	
1. Gross foreign source income less attributable expenses (a) Enter s. 78, IRC income \$ _____ (b) plus s. 862, IRC dividends \$ _____ (c) plus s. 951A, IRC, income \$ _____ (d) less direct and indirect expenses and related amounts deducted under s. 250, IRC \$ _____	1. Total ▶
2. Gross subpart F income less attributable expenses (a) Enter s. 951, IRC subpart F income \$ _____ (b) less direct and indirect expenses \$ _____	2. Total ▶
Note: Taxpayers doing business outside Florida enter zero on Lines 3 through 6, and complete Schedule IV.	
3. Florida net operating loss carryover deduction (see instructions)	3.
4. Florida net capital loss carryover deduction (see instructions)	4.
5. Florida excess charitable contribution carryover (see instructions)	5.
6. Florida employee benefit plan contribution carryover (see instructions)	6.
7. Nonbusiness income (from Schedule R, Line 3)	7.
8. Eligible net income of an international banking facility (see instructions)	8.
9. s. 179, IRC expense (see instructions)	9.
10. s. 168(k), IRC special bonus depreciation (see instructions)	10.
11. Other subtractions (attach statement)	11.
12. Total Lines 1 through 11. Enter total on Line 12 and on Page 1, Line 5.	12.



NAME GOODWILL INDUSTRIES-SUNCOAST, INC. FEIN 59-0718492 TAXABLE YEAR ENDING 06/30/20

Schedule III - Apportionment of Adjusted Federal Income					
III-A For use by taxpayers doing business outside Florida, except those providing insurance or transportation services.					
	(a) WITHIN FLORIDA (Numerator)	(b) TOTAL EVERYWHERE (Denominator)	(c) Col. (a) ÷ Col. (b) Rounded to Six Decimal Places	(d) Weight If any factor in Column (b) is zero, see note on Pg 9 of the instructions.	(e) Weighted Factors Rounded to Six Decimal Places
1. Property (Schedule III-B below)				X 25% or	
2. Payroll				X 25% or	
3. Sales (Schedule III-C below)				X 50% or	
4. Apportionment fraction (Sum of Lines 1, 2, and 3, Column (e)). Enter here and on Schedule IV, Line 2.					1.000000
III-B For use in computing average value of property (use original cost).	WITHIN FLORIDA		TOTAL EVERYWHERE		
	a. Beginning of year	b. End of year	c. Beginning of year	d. End of year	
1. Inventories of raw material, work in process, finished goods					
2. Buildings and other depreciable assets					
3. Land owned					
4. Other tangible and intangible (financial org. only) assets (attach schedule)					
5. Total (Lines 1 through 4)					
6. Average value of property					
a. Add Line 5, Columns (a) and (b) and divide by 2 (for within Florida)	6a. _____		6b. _____		
b. Add Line 5, Columns (c) and (d) and divide by 2 (for total everywhere)					
7. Rented property (8 times net annual rent)					
a. Rented property in Florida	7a. _____		7b. _____		
b. Rented property Everywhere					
8. Total (Lines 6 and 7). Enter on Line 1, Schedule III-A, Columns (a) and (b).					
a. Enter Lines 6 a. plus 7 a. and also enter on Schedule III-A, Line 1, Column (a) for total average property in Florida	8a. _____				
b. Enter Lines 6 b. plus 7 b. and also enter on Schedule III-A, Line 1, Column (b) for total average property Everywhere	8b. _____				
III-C Sales Factor	(a) TOTAL WITHIN FLORIDA (Numerator)		(b) TOTAL EVERYWHERE (Denominator)		
1. Sales (gross receipts)	N/A		N/A		
2. Sales delivered or shipped to Florida purchasers			N/A		
3. Other gross receipts (rents, royalties, interest, etc. when applicable)					
4. TOTAL SALES (Enter on Schedule III-A, Line 3, Columns [a] and [b])					
III-D Special Apportionment Fractions (see instructions)	(a) WITHIN FLORIDA	(b) TOTAL EVERYWHERE	(c) FLORIDA Fraction ([a] ÷ [b]) Rounded to Six Decimal Places		
1. Insurance companies (attach copy of Schedule T - Annual Report)					
2. Transportation services					

Schedule IV - Computation of Florida Portion of Adjusted Federal Income	
1. Apportionable adjusted federal income from Page 1, Line 6	1.
2. Florida apportionment fraction (Schedule III-A, Line 4)	2.
3. Tentative apportioned adjusted federal income (multiply Line 1 by Line 2)	3.
4. Net operating loss carryover apportioned to Florida (attach schedule; see instructions)	4.
5. Net capital loss carryover apportioned to Florida (attach schedule; see instructions)	5.
6. Excess charitable contribution carryover apportioned to Florida (attach schedule; see instructions)	6.
7. Employee benefit plan contribution carryover apportioned to Florida (attach schedule; see instructions)	7.
8. Total carryovers apportioned to Florida (add Lines 4 through 7)	8.
9. Adjusted federal income apportioned to Florida (Line 3 less Line 8; see instructions)	9.



NAME GOODWILL INDUSTRIES-SUNCOAST, INC. FEIN 59-0718492 TAXABLE YEAR ENDING 06/30/20

Schedule V - Credits Against the Corporate Income/Franchise Tax	
1. Florida health maintenance organization credit (attach assessment notice)	1.
2. Capital investment tax credit (attach certification letter)	2.
3. Enterprise zone jobs credit (from Florida Form F-1156Z attached)	3.
4. Community contribution tax credit (attach certification letter)	4.
5. Enterprise zone property tax credit (from Florida Form F-1158Z attached)	5.
6. Rural job tax credit (attach certification letter)	6.
7. Urban high crime area job tax credit (attach certification letter)	7.
8. Hazardous waste facility tax credit	8.
9. Florida alternative minimum tax (AMT) credit	9.
10. Contaminated site rehabilitation tax credit (attach tax credit certificate)	10.
11. State housing tax credit (attach certification letter)	11.
12. Florida Tax Credit: Scholarship Program Credits. (attach certificate)	12.
13. Florida renewable energy production tax credit	13.
14. New markets tax credit	14.
15. Entertainment industry tax credit	15.
16. Research and Development tax credit	16.
17. Energy Economic Zone tax credit	17.
18. Other credits (attach schedule)	18.
19. Total credits against the tax (sum of Lines 1 through 18 not to exceed the amount on Page 1, Line 11). Enter total credits on Page 1, Line 12	19.

Schedule R - Nonbusiness Income

Line 1. Nonbusiness income (loss) allocated to Florida		
<u>Type</u>		<u>Amount</u>
_____		_____
_____		_____
Total allocated to Florida	1.	_____
(Enter here and on Page 1, Line 8)		
Line 2. Nonbusiness income (loss) allocated elsewhere		
<u>Type</u>	<u>State/country allocated to</u>	<u>Amount</u>
_____	_____	_____
_____	_____	_____
Total allocated elsewhere	2.	_____
Line 3. Total nonbusiness income		
Grand total. Total of Lines 1 and 2	3.	_____
(Enter here and on Schedule II, Line 7)		



NAME GOODWILL INDUSTRIES-SUNCOAST, INC. FEIN 59-0718492 TAXABLE YEAR ENDING 06/30/20

Estimated Tax Worksheet
For Taxable Years Beginning On or After January 1, 2019

1. Florida income expected in taxable year	1.	\$	14,943.00
2. Florida exemption \$50,000 (Members of a controlled group, see instructions on Page 14 of Florida Form F-1120N)	2.	\$	14,943.00
3. Estimated Florida net income (Line 1 less Line 2)	3.	\$	
4. Total Estimated Florida tax (4.458% of Line 3)		\$	
Less: Credits against the tax	4.	\$	
5. Computation of installments:			
Payment due dates and payment amounts:			
If 6/30 year end, last day of 4th month,			
otherwise last day of 5th month - Enter 0.25 of Line 4	5a.		
Last day of 6th month - Enter 0.25 of Line 4	5b.		
Last day of 9th month - Enter 0.25 of Line 4	5c.		
Last day of fiscal year - Enter 0.25 of Line 4	5d.		

NOTE: If your estimated tax should change during the year, you may use the amended computation below to determine the amended amounts to be entered on the declaration (Florida Form F-1120ES).

1. Amended estimated tax	1.	\$	_____
2. Less:			
(a) Amount of overpayment from last year elected for credit to estimated tax and applied to date	2a.	\$	_____
(b) Payments made on estimated tax declaration (Florida Form F-1120ES)	2b.	\$	_____
(c) Total of Lines 2(a) and 2(b)	2c.	\$	_____
3. Unpaid balance (Line 1 less Line 2(c))	3.	\$	_____
4. Amount to be paid (Line 3 divided by number of remaining installments)	4.	\$	_____

References

The following documents were mentioned in this form and are incorporated by reference in the rules indicated below. The forms are available online at floridarevenue.com/forms.

Form F-2220	Underpayment of Estimated Tax on Florida Corporate Income/Franchise Tax	Rule 12C-1.051, F.A.C.
Form F-7004	Florida Tentative Income/Franchise Tax Return and Application for Extension of Time to File Return	Rule 12C-1.051, F.A.C.
Form F-1156Z	Florida Enterprise Zone Jobs Credit Certificate of Eligibility for Corporate Income Tax	Rule 12C-1.051, F.A.C.
Form F-1158Z	Enterprise Zone Property Tax Credit	Rule 12C-1.051, F.A.C.
Form F-1120N	Instructions for Corporate Income/Franchise Tax Return	Rule 12C-1.051, F.A.C.
Form F-1120ES	Declaration/Installment of Florida Estimated Income/Franchise Tax	Rule 12C-1.051, F.A.C.



GOODWILL INDUSTRIES-SUNCOAST, INC.

1019
F-1120
R. 01/20

FEIN 59-0718492

DATA Page 1 of 2

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Goodwill Industries – Suncoast, Inc. and Affiliates

Consolidated Financial Report
June 30, 2021

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RSM US LLP

Independent Auditor's Report

Board of Directors and Audit Committee
Goodwill Industries – Suncoast, Inc. and Affiliates

Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Goodwill Industries – Suncoast, Inc. and its affiliates (the Organization), which comprise the consolidated statement of financial position as of June 30, 2021, the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements (collectively, the financial statements).

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Goodwill Industries – Suncoast, Inc. and its affiliates as of June 30, 2021, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The consolidating information is presented for purposes of additional analysis rather than to present the financial position, results of operations and cash flows of the individual companies and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

RSM US LLP

St. Petersburg, Florida
September 28, 2021

Goodwill Industries – Suncoast, Inc. and Affiliates

**Consolidated Statement of Financial Position
Year Ended June 30, 2021**

Assets	
Cash and cash equivalents	\$ 25,208,982
Restricted cash	1,817,490
	<u>27,026,472</u>
Accounts receivable – trade and other	2,319,481
Contributions receivable	336,139
Inventory – contributed goods	1,882,785
Inventory – new goods and supplies	2,862,626
Other assets	2,560,408
Investments	8,698,013
Investments designated for deferred compensation	3,425,463
Land, buildings and equipment, net	86,482,739
Construction in progress	223,453
	<u>135,817,579</u>
Total assets	\$ 135,817,579
Liabilities and Net Assets	
Liabilities:	
Accounts payable – trade	\$ 1,096,477
Accrued payroll	1,665,074
Accrued expenses and other liabilities	3,422,562
Annuities payable	225,498
Deferred gift revenue	150,941
Deferred revenue – other	35,931
Deferred compensation payable	3,425,463
Fair value of interest rate swaps	3,438,164
Long-term debt, net of deferred financing costs of \$768,184	55,741,603
	<u>69,201,713</u>
Total liabilities	69,201,713
Commitments and contingencies (Notes 11 and 14)	
Net assets:	
Without donor restrictions	57,853,624
With donor restrictions	8,762,242
	<u>66,615,866</u>
Total net assets	66,615,866
Total liabilities and net assets	\$ 135,817,579

See notes to consolidated financial statements.

Goodwill Industries – Suncoast, Inc. and Affiliates

**Consolidated Statement of Activities
Year Ended June 30, 2021**

	Without Donor Restrictions	With Donor Restrictions	Total
Public support and revenue:			
Public support:			
Contributions	\$ 923,754	\$ 208,895	\$ 1,132,649
In-kind contributions of donated inventory	19,114,344	-	19,114,344
Total public support	20,038,098	208,895	20,246,993
Sales	58,370,786	-	58,370,786
Fees and grants from governmental agencies	9,381,076	-	9,381,076
Fees from clients and private sources	3,138,636	-	3,138,636
Investment income, net	1,361,632	69,032	1,430,664
Miscellaneous income	328,259	-	328,259
Net assets released from restrictions	204,803	(204,803)	-
Total revenue	72,785,192	(135,771)	72,649,421
Total public support and revenue	92,823,290	73,124	92,896,414
Expenses:			
Program services:			
Contributed goods production	10,884,208	-	10,884,208
Salvage	463,379	-	463,379
Contract	906,367	-	906,367
Stores	43,021,787	-	43,021,787
Solicitations and transportation	4,013,076	-	4,013,076
Cafeteria and dormitory	5,600,756	-	5,600,756
Housing	2,966,265	-	2,966,265
Rehabilitation	1,891,092	-	1,891,092
	69,746,930	-	69,746,930
Management and general	7,651,288	-	7,651,288
Fundraising	731,003	-	731,003
	8,382,291	-	8,382,291
Total expenses	78,129,221	-	78,129,221
Change in net assets before other changes	14,694,069	73,124	14,767,193
Other changes:			
Change in value of split-interest agreements and annuities	-	(63,809)	(63,809)
Change in value of interest rate swaps	2,347,337	-	2,347,337
	2,347,337	(63,809)	2,283,528
Change in net assets	17,041,406	9,315	17,050,721
Net assets:			
Beginning of year	40,812,218	8,752,927	49,565,145
End of year	\$ 57,853,624	\$ 8,762,242	\$ 66,615,866

See notes to consolidated financial statements.

Goodwill Industries – Suncoast, Inc. and Affiliates

**Consolidated Statement of Functional Expenses
Year Ended June 30, 2021**

	Program Services									Supporting Services		
	Contributed Goods Production	Salvage	Contract	Stores	Solicitations and Transportation	Cafeteria and Dormitory	Housing	Rehabilitation	Total	Management and General	Fundraising	Total
Salaries	\$ 7,147,069	\$ 139,022	\$ 722,994	\$ 7,562,627	\$ 1,553,893	\$ 2,935,892	\$ 991,385	\$ 821,070	\$ 21,873,952	\$ 4,841,467	\$ 369,059	\$ 27,084,478
Payroll taxes and employee benefits	1,293,320	82,059	96,965	1,460,005	341,739	464,431	199,120	505,620	4,443,259	733,566	83,475	5,260,300
	8,440,389	221,081	819,959	9,022,632	1,895,632	3,400,323	1,190,505	1,326,690	26,317,211	5,575,033	452,534	32,344,778
Professional fees and contract services	12,577	1,170	46,340	881,733	66,495	94,151	118,360	113,338	1,334,164	437,932	86,495	1,858,591
Cost of goods sold – purchased goods	-	-	-	5,006,745	-	-	-	-	5,006,745	-	-	5,006,745
Cost of goods sold – in-kind value of donated items	-	-	-	18,374,598	-	-	-	-	18,374,598	-	-	18,374,598
Supplies and printing	8,925	20,113	7,577	1,348,457	112,849	1,119,928	45,431	107,670	2,770,950	410,421	59,179	3,240,550
Telephone	19,487	37	9,814	193,976	38,155	42,920	14,443	55,846	374,678	74,027	4,704	453,409
Postage	95	8,027	1	202,567	244	877	1,069	490	213,370	11,702	4,356	229,428
Rent	294,314	25,515	-	730,562	253,800	-	-	73,524	1,377,805	36,000	-	1,413,805
Property and liability insurance	144,773	3,846	13,589	497,441	56,397	272,940	193,251	60,243	1,242,480	130,887	11,410	1,384,777
Interest	464,592	166	-	1,699,221	909	1,712	224,406	16,481	2,407,487	43,274	-	2,450,761
Utilities	276,012	843	-	2,045,331	401,194	275,756	306,027	48,752	3,353,915	68,335	972	3,423,222
Repairs and maintenance	54,763	41,865	384	326,521	21,835	144,784	282,197	17,263	889,612	64,739	3,755	958,106
Travel and agency vehicle costs	65,817	67,879	4,038	101,717	920,139	48,724	-	6,986	1,215,300	108,584	9,909	1,333,793
Conferences, conventions, meetings	-	-	-	170	-	-	129	50	349	1,000	87,771	89,120
Payments to national organizations	150	-	-	1,021	550	5,241	-	8,139	15,101	179,408	7,247	201,756
Miscellaneous	8,362	-	-	74,763	3,638	7,301	9,372	13,283	116,719	26,459	2,231	145,409
Functional expenses before depreciation	9,790,256	390,542	901,702	40,507,455	3,771,927	5,414,657	2,385,190	1,848,755	65,010,484	7,167,801	730,563	72,908,848
Depreciation	1,093,952	72,837	4,665	2,514,332	241,149	186,099	581,075	42,337	4,736,446	483,487	440	5,220,373
Total functional expenses	\$ 10,884,208	\$ 463,379	\$ 906,367	\$ 43,021,787	\$ 4,013,076	\$ 5,600,756	\$ 2,966,265	\$ 1,891,092	\$ 69,746,930	\$ 7,651,288	\$ 731,003	\$ 78,129,221

See notes to consolidated financial statements.

Goodwill Industries – Suncoast, Inc. and Affiliates

Consolidated Statement of Cash Flows Year Ended June 30, 2021

Cash flows from operating activities:	
Change in net assets	\$ 17,050,721
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Depreciation	5,220,373
Amortization of deferred financing costs	252,012
Actuarial gain on annuity obligations	(1,529)
Actuarial loss on deferred gifts	65,338
Net realized and unrealized gain on investments	(1,350,436)
Change in fair value of interest rate swaps	(2,347,337)
Gain on disposal of property	(22,825)
(Increase) decrease in operating assets:	
Accounts receivable – trade and other	(243,874)
Contributions receivable	(10,763)
Inventory – contributed goods	(739,746)
Inventory – new goods and supplies	(328,348)
Other assets	(162,336)
Increase (decrease) in operating liabilities:	
Accounts payable – trade	495,742
Accrued payroll	(57,748)
Accrued expenses and other liabilities	868,113
Deferred revenue – other	(9,456)
Net cash provided by operating activities	<u>18,677,901</u>
Cash flows from investing activities:	
Purchases of land, buildings and equipment and construction in progress	(990,563)
Proceeds from sales of equipment	22,825
Purchases of investments	(502,315)
Proceeds from sales of investments	64,077
Net cash used in investing activities	<u>(1,405,976)</u>
Cash flows from financing activities:	
Payments on long-term debt	(3,779,277)
Payments on annuity obligations	(27,011)
Net cash used in financing activities	<u>(3,806,288)</u>
Net increase in cash and cash equivalents and restricted cash	<u>13,465,637</u>
Cash and cash equivalents and restricted cash:	
Beginning	<u>13,560,835</u>
Ending	<u><u>\$ 27,026,472</u></u>
Supplemental disclosures of cash flow information:	
Cash payments for interest	<u><u>\$ 1,915,317</u></u>
Noncash investing and financing activities:	
Construction in progress transferred to land, buildings, and land, building, and improvements	<u><u>\$ 313,656</u></u>
Change in value of deferred compensation investments	<u><u>\$ 564,781</u></u>

See notes to consolidated financial statements.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies

Goodwill Industries – Suncoast, Inc. (Goodwill) and JobWorks, Inc. (JobWorks) are organized as not-for-profit, community-based organizations for the purpose of improving the quality of life for people with disabilities and other disadvantaging conditions. Goodwill and JobWorks provide independent living skills, affordable housing, work release programs, training and placement in useful employment, in addition to the refurbishing and sale of donated materials and new goods.

Additionally, Goodwill sponsors G.I.S. Housing, Inc.; G.I.S. Housing-Hillsborough, Inc.; G.I.S. Housing III, Inc.; G.I.S. Housing IV, Inc.; and G.I.S. Housing V, Inc. (G.I.S. Housing Projects) which provide housing for persons with disabilities and/or the elderly that is designed to meet their physical, social, and psychological needs. G.I.S. Housing Projects operate apartment complexes located throughout Florida under Section 202 of the National Housing Act or Section 202 of the National Housing Act as amended by Section 801 of the Cranston-Gonzales National Affordable Housing Act. G.I.S. Housing Projects are regulated by the U.S. Department of Housing and Urban Development (HUD) as to rent charges and operating methods. G.I.S. Housing Projects are also subject to either Project Rental Assistance Agreements with HUD or Section 8 Housing Assistance Payments Agreements with HUD, and a significant portion of G.I.S. Housing Projects rental income is received from HUD.

The following are the significant policies used in the preparation of the accompanying consolidated financial statements:

Principles of consolidation: The accompanying consolidated financial statements include the accounts of Goodwill, JobWorks, and G.I.S. Housing Projects (collectively, the Organization), which are not-for-profit corporations. The entities comprising the Organization are related through a controlling financial interest and Goodwill's direct and indirect ability to determine the direction of management. All significant intercompany accounts and transactions have been eliminated in the consolidation.

Basis of accounting: The consolidated financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP), whereby revenue is recognized when earned and expenses are recognized when incurred.

Basis of presentation: A not-for-profit organization is required to report information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Net assets without donor restrictions: Contributions and other inflows of assets that are not subject to donor imposed stipulations, but may be designated for specific purposes by action of the Board of Directors (Board). Net assets without donor restrictions include expendable funds available to support operations as well as net assets invested in property and equipment.

Net assets with donor restrictions: Contributions and other inflows of assets subject to donor imposed stipulations that may or will be met by actions of the Organization or the passage of time or are permanently maintained by the Organization. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are released to net assets without donor restrictions and reported in the accompanying consolidated statement of activities as net assets released from restrictions.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

Use of estimates: The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements. Estimates also affect the amounts of revenue and expenses reported during the period. Although estimates are considered to be fairly stated at the time that the estimates are made, actual results could differ from those estimates.

Cash equivalents: The Organization considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. Money market funds included in the Organization's investment portfolio are invested for long-term purposes and excluded from cash and cash equivalents.

Restricted cash: Restricted cash includes security deposits held, replacement reserves and residual receipt accounts required by HUD. Restricted cash is included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period total amounts shown on the consolidated statement of cash flows.

Accounts receivable: Accounts receivable are stated at cost less an allowance for doubtful accounts. Management's determination of the allowance is based on an evaluation of past collection history. All accounts receivable at the statement of financial position date are considered collectible by management, and no allowance for uncollectible accounts has been provided as of June 30, 2021.

Revenue recognition: The Organization applies Financial Accounting Standards Board (FASB) Accounting Standard Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)* and ASU 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The Organization first determines if a transaction represents an exchange transaction and if so, accounts for the transaction under Topic 606, which provides a five-step model for recognizing revenue from contracts with customers as follows:

- Identify the contract with a customer
- Identify the performance obligations in the contract
- Determine the transaction price
- Allocate the transaction price to the performance obligations in the contract
- Recognize revenue when or as performance obligations are satisfied.

The Organization's revenue from contracts with customers consists of store sales, salvage sales, and ecommerce sales. The Organization's contracts have a single performance obligation. The transaction price is the amount of consideration to which the Organization expects to be entitled in exchange for transferring goods to the customer. Revenue is recorded based on transaction price, which is a fixed consideration. The Organization recognizes revenue at a point in time when control of the goods is passed to the customer, which typically occurs at point of sale and is also when customer payment is collected. Ecommerce sales are recognized upon shipment of merchandise.

Fees and grants from governmental agencies and fees from clients and private sources, that are determined to be exchange transactions and within the scope of Topic 606, are earned based on agreed rates for services provided or, in the case of government grants, reimbursed based on allowable costs expended for program services.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

The Organization performs an evaluation at contract inception focused on whether a performance obligation is satisfied over time or at a point in time. If a performance obligation meeting certain specific criteria, the related revenue is recognized over time as the customer consumes and receives the benefit of the Organization's services as they are performed. If certain criteria is not met, the revenue is recognized at a point in time.

Fees and grants from governmental agencies consist of services with government agencies through programs legislated to provide training and employment opportunities for incarcerated individuals released from prison on work release programs, individuals with disabilities and other individuals seeking work opportunities. Additionally, fees and grants from governmental agencies include housing assistance payments from HUD for residents residing at the G.I.S. Housing Projects. There are no prepayments by the government for services. The Organization's fees and grants from governmental agencies are billed and recognized at the time the service is provided.

Fees from clients and private sources are fees paid by clients for housing and related services and training and employment search services. Additionally, fees from clients and private sources include temporary employment services for various third-party corporations within the Tampa Bay area. Temporary employment services include variable consideration based on number of hours worked. The Organization determined the invoice amount for training and staffing services corresponds directly with the value to the customer of the Organization's performance completed date and therefore applied the "right to invoice" practical expedient for revenue recognition.

Total revenue recognized at point in time and over time was as follows for the year ended June 30, 2021:

Revenue recognized at a point in time	\$ 57,619,387
Revenue recognized over time	9,953,890
	<u>\$ 67,573,277</u>

The revenue streams noted above do not include housing assistance payments from HUD for residents residing at the G.I.S. Housing Projects and do not include significant financing components as the performance obligations are typically satisfied with a year of receipt of payment. Economic downturns can affect the level of revenue for all the revenue streams or can have a positive impact on cash flows in good economic times.

Public support: Revenue recognition on contracts and grants deemed to be non-exchange transactions follow Topic 958. Unconditional contributions received, including promises to give, cash, other assets, and grants and contracts deemed to be non-exchange transactions, are recorded as support to net assets with or without donor restrictions, at estimated fair value, depending on the existence and/or nature of any donor restrictions. All donor-restricted support is reported as an increase in net assets with donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported in the consolidated statement of activities as net assets released from restrictions. Conditional contributions are those contributions that certain donor imposed rights of refund/return and barriers (performance obligations and/or controlling stipulations). Conditional contributions are recognized into revenue when conditions are satisfied and then follow the above policies for unconditional contributions. Conditional contributions received in advance of satisfying conditions are recorded as deferred revenue. Donor-restricted contributions for which restrictions are met within the same year as received are reported as net assets without donor restrictions.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

Inventory, contributed goods, and supplies: Numerous noncash contributions are received, such as articles of clothing, furnishings, appliances and other items, which have a nominal value upon receipt. These items are sorted, and those that can be renovated or reconditioned are processed by Organization employees and converted to salable merchandise. Donated merchandise is recorded as in-kind contribution revenue and an increase in cost of goods sold – in-kind value of donated items at estimated fair value and is calculated as the excess of retail sales value over the cost of goods sold. Cost of goods sold consists of all direct retail expenses (store expenses, processing, transportation and retail management) and a portion of occupancy costs and depreciation. The items that cannot be renovated or reconditioned are sold as salvage. The value of donated inventory is estimated based on actual sales and inventory turnover.

Inventory of new goods and supplies is stated at lower of cost or net realizable value, as determined by the average cost method.

Other assets: Other assets primarily include prepaid expenses and security deposits for various utilities, landlords, and insurance policies. Additionally, the Organization participates in a group insurance captive (captive) to insure a portion of its workers compensation insurance liabilities. Included in other assets on the consolidated statement of financial position is a deposit held by the captive. The deposit totaled approximately \$1.04 million at June 30, 2021. The deposit is required as security to meet the surplus needs of the captive and are not available for use in the Organization's operations.

Fair value: The Organization measures investments, interest rate swaps, annuities payables, and deferred gift revenue at fair value on a recurring basis. The Organization follows accounting guidance, which defines fair value and specifies a hierarchy of valuation techniques used to measure fair value. The disclosure of fair value estimates is based on whether the significant inputs into the valuation are observable. In determining the level of hierarchy in which the estimate is disclosed, the highest priority is given to unadjusted quoted prices in active markets and the lowest priority to unobservable inputs.

The following is a brief description of the type of valuation information (inputs) that qualifies a financial asset for each level:

- Level 1:** Unadjusted quoted market prices for identical assets or liabilities in active markets which are accessible by the Organization.
- Level 2:** Observable prices in active markets for similar assets or liabilities. Prices for identical or similar assets or liabilities in markets that are not active. Market inputs that are not directly observable but are derived from or corroborated by observable market data.
- Level 3:** Unobservable inputs based on the Organization's own judgment as to assumptions a market participant would use, including inputs derived from extrapolation and interpolation that are not corroborated by observable market data.

The Organization evaluates the various types of financial assets and liabilities to determine the appropriate fair value hierarchy based upon trading activity and the observability of market inputs. The Organization employs control processes to validate the reasonableness of the fair value estimates of its assets and liabilities, including those estimates based on prices and quotes obtained from independent third-party sources.

While the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies and assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the report date.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

During the year ended June 30, 2021, there were no changes to the Organization's valuation techniques that had, or are expected to have, a material impact on its consolidated statements of financial position or activities and change in net assets.

Investments: Investment purchases are recorded at cost, or if donated, at fair value on the date of donation. Thereafter, investments are reported at their estimated fair values in the consolidated statement of financial position. Investment income is reported in the consolidated statement of activities and consists of interest and dividend income and realized and unrealized gains and losses, less external investment expenses.

Contributed services: No amounts have been reflected in the accompanying consolidated financial statements for donated services as they do not meet the criteria for recording contributed services. The Organization pays for most services requiring specific expertise; however, many individuals volunteer or complete community service hours by performing a variety of tasks that assist the Organization. Tasks range from fiduciary responsibilities of the volunteer board of directors to facility maintenance tasks performed by community service workers.

Land, buildings and equipment: Land, buildings and equipment are recorded at cost and depreciated using the straight-line method over estimated useful lives as follows:

	<u>Years</u>
Buildings	20-40
Building and leasehold improvements	7-35
Equipment	3-7

Leasehold improvements are depreciated over the shorter of the lease term or the estimated useful life. Expenditures for renewals and improvements that significantly add to the productive capacity or extend the useful life of the asset are capitalized. Expenditures for normal repairs and maintenance are expensed as incurred. Upon retirement, sale, or other disposition of property and equipment, the costs and accumulated depreciation are eliminated from the accounts and any resulting gain or loss is included within the consolidated statement of activities.

Construction in progress is not depreciated until placed into service.

Impairment of long-lived assets: The Organization evaluates the recoverability of its land and buildings whenever adverse events or changes in the business climate indicate that the expected undiscounted future cash flows from the related asset may be less than previously anticipated. If the net book value of the related asset exceeds the undiscounted future cash flows of the asset, the carrying amount would be reduced to the present value of its expected future cash flows and an impairment loss would be recognized. Management believes no indication of impairment existed at June 30, 2021.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

Interest-rate swaps: The Organization uses interest-rate swaps to mitigate interest-rate risk on long-term debt. The related liability or asset is reported at fair value in the consolidated statement of financial position, and unrealized gains or losses are included in the consolidated statement of activities.

An interest rate swap is a contractual agreement entered into by two counterparties under which each agrees to make periodic payments to the other for an agreed period of time based upon a notional amount of principal. In accordance with the interest rate swap agreements, a series of fixed interest rate payments on a notional amount of principal are exchanged for a series of floating interest rate payments on such notional amount.

Functional allocation of expenses: Costs of provided services have been detailed on a functional basis in the accompanying consolidated statements of activities and functional expenses. Expenses that can be identified with a specific program or support service are charged directly to the function. Certain other costs have been allocated among program and supporting services benefited. Such allocations are determined by management on an equitable basis that is consistently applied.

The expenses that are allocated include the following:

Expense	Method of Allocation
Salaries	Time and effort
Payroll taxes and employee benefits	Time and effort
Cost of goods sold – purchased goods	Direct costs
Cost of goods sold – in-kind value of donated items	Direct costs
Professional fees and contract services	Direct costs
Supplies and printing	Direct costs
Telephone	Direct costs
Postage	Direct costs
Rent	Square footage
Property and liability insurance	Square footage
Interest	Square footage
Utilities	Square footage
Repairs and maintenance	Square footage
Travel and agency vehicle costs	Direct costs
Conferences, conventions, meetings	Direct costs
Payments to national organizations	Direct costs
Miscellaneous	Direct costs
Depreciation	Square footage

Advertising expenses: Advertising costs are expensed as incurred. Total advertising costs approximated \$154,000 for the year ended June 30, 2021.

Income taxes: Goodwill Industries – Suncoast, Inc., JobWorks, Inc., G.I.S. Housing, Inc.; G.I.S. Housing-Hillsborough, Inc.; G.I.S. Housing III, Inc.; G.I.S. Housing IV, Inc.; and G.I.S. Housing V, Inc. are recognized by the Internal Revenue Service (IRS) as tax-exempt organizations under Section 501(c)(3) of the Internal Revenue Code. Income earned in furtherance of these entities' tax-exempt purpose is exempt from federal and state income taxes.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

The Organization has adopted the accounting standard on accounting for uncertainty in income taxes, which addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the consolidated financial statements. Under this policy, the Organization may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position would be sustained on examination by taxing authorities, based on the technical merits of the position. Management has evaluated the Organization's tax position and had concluded that the Organization has taken no uncertain tax positions that require disclosure.

The Organization would be liable for income taxes in the U.S. federal jurisdiction. Generally, the Organization is no longer subject to U.S. federal tax examinations by tax authorities before 2018.

Recent accounting pronouncements: In September 2020, the FASB issued ASU 2020-07, Not-for-Profit Entities (Topic 958): Presentation and Disclosure by Not-for-Profit Entities for Contributed Nonfinancial Assets. This ASU is intended to improve transparency in the reporting of contributed nonfinancial assets, also known as gifts-in-kind, for not-for-profit entities. The ASU will require a not-for-profit organization to present contributed nonfinancial assets as a separate line item in the consolidated statement of activities apart from contributions of cash or other financial assets. The ASU will also require enhanced disclosure, including disaggregation of nonfinancial assets recognized by category and qualitative information about each category. The amendments in this ASU will be applied on a retrospective basis and are effective for annual reporting periods beginning after June 15, 2021, and interim periods beginning after June 15, 2022. Early adoption is permitted. The Organization is currently evaluating the impact this ASU will have in the consolidated financial statements.

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract (i.e., lessees and lessors). The new standard requires lessees to apply a dual approach, classifying leases as either finance or operating leases based on the principal of whether or not the lease is effectively a financed purchase by the lessee. This classification will determine whether lease expense is recognized based on an effective interest method or on a straight-line basis over the term of the lease, respectively. A lessee is also required to record a right-of-use asset and a lease liability for all leases with a term of greater than 12 months regardless of their classification. Leases with a term of 12 months or less will be accounted for similar to existing guidance for operating leases today. The new standard requires lessors to account for leases using an approach that is substantially equivalent to existing guidance for sales type leases, direct financing leases and operating leases. The standard is effective for annual periods beginning after December 15, 2021, with early adoption permitted. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative periods presented in the consolidated financial statements, with certain practical expedients available. The Organization is in the process of evaluating the impact of this new guidance.

Subsequent events: Management has evaluated all events subsequent to the consolidated statement of financial position date of June 30, 2021 through September 28, 2021, which is the date the consolidated financial statements were available to be issued. There were no subsequent events, other than as disclosed in Note 9, that would require adjustment to or disclosure in the accompanying consolidated financial statements.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 2. Availability and Liquidity

The following represents the Organization's financial assets at June 30, 2021:

Financial assets at year-end:	
Cash and cash equivalents	\$ 25,208,982
Accounts receivable – trade and other	2,319,481
Contributions receivable	336,139
Investments	<u>8,698,013</u>
Total financial assets	36,562,615
Less amounts not available to be used within one year	
Net assets with donor restrictions	<u>(8,762,242)</u>
Financial assets available to meet general expenditures over the next 12 months	<u>\$ 27,800,373</u>

The Organization maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities, and other obligations come due. As part of its liquidity plan, excess cash is invested in short-term investments, including money market accounts, fixed income collective funds and equity collective funds.

Note 3. Contributions Receivable

Contributions receivable consist of unconditional promises related to anticipated estate distributions with no restricted purpose. These estate receivables are recorded upon the Organization's interest becoming irrevocable and measurable. Contributions receivable totaled approximately \$336,000 at June 30, 2021. As of June 30, 2021, the Organization considers these receivables to be fully collectible.

Note 4. Annuities and Other Split-Interest Agreements

Annuities: The Organization offers gift annuity agreements to donors. Under the agreements, the donor pays a stipulated amount to the Organization in return for specified periodic payments for life. The present value of the periodic payments, based on the expected life of the donor, is recorded as a liability and the balance is recognized as revenue at the time of the donation. The liability for annuities payable is recorded at fair value and adjusted annually based on changes in the life expectancies of the donors and the discount rate published by the IRS. The approximate discount rate used in computing the present value was 1.2% as of June 30, 2021.

The present value of the future amounts expected to be paid out to the donors as of June 30, 2021, was approximately \$225,000.

Annuity assets are recorded at their estimated fair value of approximately \$491,000 at June 30, 2021, and are included in investments in the consolidated statement of financial position.

State law requires the Organization to maintain assets at least equal to the balance on its outstanding gift annuities payable, calculated in accordance with the Internal Revenue Code, and a surplus of 10% of such reserves. At June 30, 2021, the Organization was in compliance with this requirement.

Other split-interest agreements: The Organization also offers pooled income fund agreements to donors which is a type of split-interest agreement. A pooled income fund is a trust for which the Organization is trustee. These trusts pool the contributions of many donors and invest those gifts as a group.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 4. Annuities and Other Split-Interest Agreements (Continued)

Donors are assigned a specific number of units in the pooled income fund based on the proportion of the fair value of their contributions to the total fair value of the pooled income fund on the date of the donor's entry to the pooled fund. Until the donor's death, the donor is paid the income earned on their assigned units. Upon the donor's death, the value of the assigned units reverts to the Organization.

The contributed assets are recorded at estimated fair value when received, discounted for the estimated time period until the donor's death.

The difference between the fair value of the assets when received and the revenue recognized is recorded as deferred gift revenue, representing the amount of the discount for future interest owed to the donor.

Deferred gift revenue is recorded at fair value and adjusted annually based on changes in the life expectancies of the donors and the discount rate published by the IRS. The approximate discount rate used in computing the deferred gift revenue was 1.2% as of June 30, 2021. Deferred gift revenue was approximately \$151,000 at June 30, 2021 in the consolidated statement of financial condition.

Pooled income fund assets are recorded at their estimated fair value of approximately \$533,000 at June 30, 2021, and are included in investments in the consolidated statement of financial position.

Note 5. Investments

Investments, including investments designated for deferred compensation, are summarized as follows at June 30, 2021:

Money market funds	\$ 365,736
Fixed income collective funds	4,943,152
Equity collective funds	6,814,588
	<u>\$ 12,123,476</u>

Investment income consists of the following for the year ended June 30, 2021:

Interest and dividends	\$ 113,490
Realized and unrealized gains	1,350,436
Expenses	(33,262)
	<u>\$ 1,430,664</u>

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 6. Fair Value

A review of fair value hierarchy classifications is conducted on an annual basis. The following table provides information about the Organization’s financial instruments measured on a recurring basis as of June 30, 2021:

	Fair Value Measurements Using:			
	Estimated Fair Value	Quoted Prices in Active Markets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobserved Inputs (Level 3)
Financial assets:				
Investments:				
Money market funds	\$ 365,736	\$ 365,736	\$ -	\$ -
Fixed income collective funds	4,943,152	4,943,152	-	-
Equity collective funds	6,814,588	6,814,588	-	-
Total investments	<u>\$12,123,476</u>	<u>\$12,123,476</u>	<u>\$ -</u>	<u>\$ -</u>
Financial liabilities:				
Interest rate swaps	\$ 3,438,164	\$ -	\$ 3,438,164	\$ -
Annuities payable	225,498	-	225,498	-
Deferred gift revenue	150,941	-	150,941	-
Deferred compensation payable	3,425,463	-	3,425,463	-

Financial assets classified as Level 1 in the fair value hierarchy include money market funds, fixed income collective funds, equity collective funds which are measured at fair value based on quoted market prices in an active market. The interest rate swaps classified as Level 2 are valued by the lending bank based on proprietary models using observable market inputs. The annuities payables and deferred gift revenues classified as Level 2 are valued based on IRS published discount rates and life expectancy tables using observable inputs. The deferred compensation payable, classified as level 2, is valued based on the related underlying value of the investments.

Note 7. Land, Buildings and Equipment

The following is a summary of land, buildings and equipment as of June 30, 2021:

Land and improvements	\$ 44,011,401
Buildings and improvements	85,303,759
Equipment	28,224,862
	<u>157,540,022</u>
Less accumulated depreciation	<u>(71,057,283)</u>
	<u>\$ 86,482,739</u>

Note 8. Construction in Progress

Construction in progress consists of renovations to existing facilities and totaled approximately \$223,000 at June 30, 2021. There are no material construction commitments at June 30, 2021. There was no interest capitalized during the year ended June 30, 2021.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 9. Benefit Plans

The Organization has a 403(b) salary reduction deferred contribution plan (the Plan) for the benefit of its employees. Employees are eligible to participate in the Plan immediately upon hire date provided they are at least 18 years of age. Participants are eligible to receive matching contributions provided they have completed one year of service, with a minimum of 1,000 hours of service worked in that year.

During 2021, the Plan was amended to change the match formula from a fixed formula to a discretionary formula. Prior to the Plan amendment, the Organization funded a matching contribution equal to 100% of the first 3% of participants' elective deferrals, and 50% of the next 2% of participants' elective deferrals contributed to the Plan. Effective July 1, 2021, the Organization reinstated the discretionary matching equal to 100% of the first 4% of participants' elective and catch up deferrals contributed to the Plan. Participants direct the investment of their contributions into various investment options offered by the Plan.

All participant contributions are immediately fully vested and nonforfeitable, while vesting in employer contributions is based on years of service. A participant is 100% vested after five years of service. The Organization did not make a discretionary matching contributions for the year ended June 30, 2021.

The Organization has deferred compensation agreements with key employees under Sections 457(b) and 457(f) of the Internal Revenue Code. The Organization holds investments which are designated as held to fund its obligation under the agreements. The Organization's contributions under the deferred compensation plans totaled approximately \$49,000 for the year ended June 30, 2021. The deferred compensation liability and corresponding investments designated for deferred compensation totaled approximately \$3,425,000 at June 30, 2021.

The Organization provides severance benefits through a welfare benefit plan governed by the Employee Retirement Income Security Act of 1974, as amended to provide financial assistance to certain employees whose termination from the Organization meets certain conditions. The Organization has the sole discretion to determine eligibility under the welfare benefit plan. Total amounts estimated to be paid out under the welfare benefit plan as of June 30, 2021, are approximately \$269,000, and are included in accrued payroll in the consolidated statement of financial position.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 10. Long-Term Debt

Long-term debt consists of the following at June 30, 2021:

Goodwill Industries-Suncoast, Inc.:

Hillsborough Loan 1

Payable in monthly installments of varying amounts. Interest at a tax-exempt variable rate; collateralized by the Gandy, Hillsborough, and Plant City properties and the mortgages on the three Superstore sites in Lakeland, Ocala and Brandon. Hillsborough Loan 1 was paid off in 2021.

\$ -

Hernando Loan

Payable in monthly installments of varying amounts. Interest at a tax-exempt variable rate (1.70% as of June 30, 2021); collateralized by the Pinellas, Polk, Hillsborough, Hernando, Pasco and Marion County properties.

11,300,833

Sumter Loan

Payable in monthly installments of varying amounts. Interest at a tax-exempt variable rate (1.54% as of June 30, 2021); collateralized by Trinity, Wildwood and Clearwater properties.

10,138,239

Hillsborough Loan 2

Payable in monthly installments of varying amounts. Interest at a tax-exempt variable rate (1.54% as of June 30, 2021); collateralized by 34th Street Store, Crosstown HUB, Crosstown retail store and Big Bend Super Store.

32,559,350

53,998,422

Less unamortized deferred financing costs

(768,184)

53,230,238

G.I.S. Housing Projects:

Mortgage payable to HUD, bearing interest at 7.625%, and due in \$20,735 monthly payments including principal and interest, maturing October 1, 2020; secured by mortgage on property owned by G.I.S. Housing, Inc. The mortgage payable was paid off in 2021.

-

Mortgage payable to HUD, bearing interest at 9%, and due in \$15,797 monthly payments including principal and interest, maturing March 1, 2030; secured by mortgage on property owned by G.I.S. Housing-Hillsborough, Inc.

1,145,178

Mortgage payable to HUD, bearing interest at 8.375%, and due in \$16,758 monthly payments including principal and interest, maturing July 1, 2031; secured by mortgage on property owned by G.I.S. Housing III, Inc.

1,366,187

2,511,365

\$ 55,741,603

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 10. Long-Term Debt (Continued)

Hillsborough Loan 1: In November 2001, the Organization received proceeds (Hillsborough Loan 1) from the issuance of Hillsborough County Industrial Development Revenue Bonds (Hillsborough Bonds 1) Series 2001 in the amount of \$18 million to undertake various construction projects. The Hillsborough Bonds 1 had a scheduled maturity date of November 1, 2021.

In February 2010, the Organization converted the Hillsborough Bonds to a tax-exempt bank qualified loan with SunTrust Bank. Hillsborough Loan 1 accrued interest at an annual rate equal to 81.43% of the sum of one-month LIBOR plus 2.25%, no other terms of the agreement were amended. Hillsborough Loan 1 was paid off during the year ended June 30, 2021.

Hernando Loan: In November 2008, the Organization received proceeds (Hernando Loan) from the issuance of Hernando County Industrial Development Variable Rate Revenue Bonds (Hernando Bonds) Series 2008 in the amount of \$28.5 million to undertake various construction projects. The Hernando Bonds have a scheduled maturity date of December 1, 2030.

The Organization converted the Hernando Bonds to a tax-exempt bank qualified loan with SunTrust Bank. Hernando Loan bears interest at an annual rate equal to 81.43% of the sum of one-month LIBOR plus 2.00%.

SunTrust Bank has the right to put the Hernando Loan to the Organization on December 1, 2022. If SunTrust Bank elects to exercise the put option, the Organization would be required to make principal payments totaling approximately \$9.9 million.

Sumter Loan: In August 2015, the Organization received proceeds from the issuance of Sumter County Industrial Development Note, Series 2015 (Sumter Loan) in the amount of \$13 million to acquire a Goodwill store located in Wildwood, Florida, as well as to provide financing for various construction projects. The Sumter Loan has a scheduled maturity date of August 1, 2035. Sumter Loan bears interest at an annual rate equal to 81.43% of the sum of one-month LIBOR plus 1.80%.

The lender has the right to put the Sumter Loan to the Organization on September 1, 2025. If SunTrust Bank elects to exercise the put option, the Organization would be required to make principal payments totaling approximately \$7.6 million.

Hillsborough Loan 2: In December 2017, the Organization received proceeds (Hillsborough Loan 2) from the issuance of Hillsborough County Industrial Development Notes (Hillsborough Bonds 2) Series 2017 in the amount of \$35 million.

Hillsborough Loan 2 bears interest at an annual rate equal to 81.43% of the sum of one-month LIBOR plus 1.80%. The loan proceeds were used to finance a portion of the 34th Street Store, Crosstown HUB, Crosstown Retail Store, and the Big Bend Super Store. Hillsborough Loan 2 has a scheduled maturity date of January 4, 2044.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 10. Long-Term Debt (Continued)

Principal payments due on long-term debt for the next five years and thereafter are as follows as of June 30, 2021:

Years ending June 30:

2022	\$	2,763,455
2023		2,884,575
2024		3,011,561
2025		3,146,854
2026		3,290,827
Thereafter		41,412,515
	\$	<u>56,509,787</u>

The carrying value of secured assets (land, buildings and equipment) was approximately \$78,600,000 at June 30, 2021.

At June 30, 2021, the Organization was in compliance with all financial debt covenants.

Interest-rate swaps: The Organization has various interest-rate swap (Swap) agreements with SunTrust that effectively change the Organization's interest rate exposure on its long-term debt to various fixed interest rates. Below is a summary of the Organization's interest-rate swap agreements as of June 30, 2021:

	Current Notional Amount	Rate	Maturity Date	Fair Value – Asset (Liability)
Swap 1	\$ 6,000,000	3.8175%	01/01/2028	\$ (1,038,061)
Swap 2	11,722,500	3.7800%	12/01/2022	(336,599)
Swap 3	10,142,559	3.6600%	08/01/2035	(531,882)
Swap 4	26,145,604	1.8140%	12/01/2027	(1,531,622)
	<u>\$ 54,010,663</u>			<u>\$ (3,438,164)</u>

Interest-Rate Swap 3 matures on August 1, 2035, however, the Organization has the right to cancel the agreement beginning August 1, 2025. During the year ended June 30, 2021, the change in fair value of the liability under the interest-rate swap agreements resulted in a gain of \$2,347,337, which has been reflected as a change in the fair value of interest-rate swaps in the consolidated statement of activities.

Deferred financing costs: The Organization incurred no deferred financing costs during the year ended June 30, 2021. The components of deferred financing costs are as follows at June 30, 2021:

Deferred financing costs	\$	1,225,551
Less accumulated amortization		(457,367)
Deferred financing costs, net	\$	<u>768,184</u>

Amortization of deferred financing costs is included with interest expense in the accompanying consolidated statement of activities and totaled approximately \$252,000 for the year ended June 30, 2021.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 11. Lease Commitments

The Organization rents retail store outlets, branch facilities, and equipment on a month-to-month basis and under operating lease agreements with original terms of one to 12 years.

Minimum rental commitments for future periods under noncancelable operating leases are as follows:

Years ending June 30:	
2022	\$ 1,262,271
2023	1,148,187
2024	1,131,339
2025	922,563
2026	652,292
Thereafter	1,331,089
	<u>\$ 6,447,741</u>

Rent expense was approximately \$1.4 million for the year ended June 30, 2021.

Note 12. Related-Party Transactions

Goodwill provides the G.I.S. Housing Projects with management services in accordance with HUD-approved contract fees based upon the monthly occupied number of units, times the particular project's rate and/or gross rental collections.

Management fees earned by Goodwill for the individual projects were as follows for the fiscal year ended June 30:

G.I.S. Housing, Inc.	\$ 51,222
G.I.S. Housing – Hillsborough, Inc.	24,108
G.I.S. Housing III, Inc.	23,908
G.I.S. Housing IV, Inc.	29,740
G.I.S. Housing V, Inc.	54,010
	<u>\$ 182,988</u>

All management fees were eliminated in consolidation.

Intercompany accounts receivable is comprised of operating costs including payroll, management fees, and other expenses incurred by the Organization on behalf of various G.I.S. Housing Projects and JobWorks. Intercompany notes receivable due from affiliates are comprised of residual receipt notes between the Organization and the projects. A residual receipt note is created when costs to open a project exceed what HUD will pay based on its cost certification and the Organization pays the excess costs on behalf of the project. Repayment of the notes must be authorized by HUD upon the existence of sufficient project residuals. Management expects these notes to be ultimately collectible. All intercompany receivables and payables are eliminated in consolidation.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 13. Concentrations of Credit Risk

Financial instruments that potentially subject the Organization to significant concentrations of credit risk consist principally of cash, restricted cash, investments, and trade accounts receivable.

Cash and cash equivalents and restricted cash: The Organization maintains cash balances in excess of the Federal Deposit Insurance Corporation limit of \$250,000. The Organization has not experienced any losses in such accounts. Management believes the Organization is not exposed to any significant credit risk on cash and cash equivalents.

Investments: Certain investment balances are insured by the Securities Investor Protection Corporation up to \$500,000. The Organization performs periodic evaluations of the relative credit standing of these financial institutions, which are considered in the Organization's investment strategy. The Organization invests in money market funds, fixed income collective funds and equity collective funds. Such investments are exposed to various risks such as interest rate, market and credit. Due to the level of risk associated with such investments and the level of uncertainty related to changes in the value of such investments, it is at least reasonably possible that changes in risks in the near term would materially affect investments balances and the amounts reported in the consolidated financial statements.

Trade accounts receivable: Concentrations of credit risk with respect to trade accounts receivable are considered minimal, as the majority of the amounts relate to grants from federal and state government agencies.

Note 14. Contingencies

Litigation: Various suits and claims arising in the ordinary course of the Organization's operations are pending. While the ultimate effect of such litigation cannot be ascertained at this time, management expects no material losses to be incurred in excess of insured limits.

Grantors: Certain expenditures incurred by the Organization are subject to audit and possible disallowance by federal and state agencies. Management believes that, if audited, an adjustment for disallowed expenses would be immaterial.

COVID-19: On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and on March 11, 2020, declared it to be a pandemic. The U.S. economy has been growing as COVID-19 pandemic conditions have significantly improved in the United States from their low points. Commercial activities in the United States have been increasingly returning to pre-pandemic practices and operations as a result of recent and expected future government spending on pandemic relief, infrastructure and other matters.

However, there remains uncertainty as to the ultimate duration and severity of the pandemic on commercial activities, supply chain constraints and labor availability, including risks that may arise from variants (such as the Delta variant), mutations or related strains of the virus and the ability of countries to successfully administer vaccinations to a sufficient number of persons. As a result of these uncertainties, the Organization is unable to determine what the ultimate impact will be on its donors, customers, vendors and other stakeholders businesses, operations, financial results and financial position.

With the lifting of the Governor's closure order, retail operations were reopened on a staggered basis in May 2020 on a reduced hours basis that continued throughout fiscal year 2021. The decision was made to permanently end all Life Skills programs and furloughed employees were sparingly and strategically returned on an operationally needed only basis. In addition, approximately 60 attendant donation trailers were permanently closed and those donors were successfully redirected to donate at the Organization's stores in 2021.

Goodwill Industries – Suncoast, Inc. and Affiliates

Notes to Consolidated Financial Statements

Note 15. Net Assets With Donor Restrictions

Net assets with donor restrictions are purpose and time-restricted as follows at June 30, 2021:

Annuity contracts	\$	265,491
Split interest agreements		381,912
Contributions receivable		336,139
Section 202 Capital Advance Program – G.I.S. Housing IV, Inc. and G.I.S. Housing V, Inc.		<u>7,778,700</u>
	\$	<u>8,762,242</u>

As of June 30, 2021, \$3,443,000 and \$4,335,500 was drawn under the Section 202 Capital Advance Program by G.I.S. Housing IV, Inc. and G.I.S. Housing V, Inc., respectively. G.I.S. Housing IV, Inc.'s capital advances are subject to a mortgage note originated February 24, 1993, which matures December 24, 2033. G.I.S. Housing V, Inc.'s capital advances are subject to a mortgage note originated March 22, 1994, which matures March 17, 2034. The notes bear no interest and repayment is not required as long as the respective G.I.S. Housing Project continues to make the housing available for low income elderly for at least 40 years, the term of the notes. In the event of default under the terms of the mortgage note, the note bears interest at 8.375% and is payable on demand.

Management performed an evaluation of the capital advance in accordance with applicable accounting guidance for contributions received as now codified in FASB Accounting Standards Codification (ASC) Topic 958-605 at the time of origination, which provided for a probability or likelihood assessment related to conditions associated with a contribution. At origination, management concluded that the probability was remote that the capital advance program's conditions would not be met, and recognized the advance as restricted contribution revenue in the period received. The capital advances are accounted for as net assets with donor restrictions in the consolidated statement of financial position as of June 30, 2021.

Note 16. Conditional Promises to Give from Donors

The Organization has conditional promises to give from donors of approximately \$412,000 as of June 30, 2021. Future payments or recognition of conditional promises to give are contingent upon the Organization carrying out certain stipulations of the grant or contract.

Goodwill Industries – Suncoast, Inc. and Affiliates

**Consolidating Statement of Financial Position
June 30, 2021**

	Goodwill	JobWorks	G.I.S. HUDs (1)	Eliminations	Total
Assets:					
Cash and cash equivalents	\$ 24,626,199	\$ 100	\$ 582,683	\$ -	\$ 25,208,982
Restricted cash	-	-	1,817,490	-	1,817,490
	<u>24,626,199</u>	<u>100</u>	<u>2,400,173</u>	<u>-</u>	<u>27,026,472</u>
Accounts receivable – trade and other	2,187,269	131,991	221	-	2,319,481
Accounts receivable – affiliates	2,029,098	-	-	(2,029,098)	-
Contributions receivable	336,139	-	-	-	336,139
Inventory – contributed goods	1,882,785	-	-	-	1,882,785
Inventory – new goods and supplies	2,862,626	-	-	-	2,862,626
Other assets	2,545,218	-	15,190	-	2,560,408
Investments	8,698,013	-	-	-	8,698,013
Investments designated for deferred compensation	3,425,463	-	-	-	3,425,463
Notes receivable – affiliates	256,142	-	-	(256,142)	-
Land, buildings, and equipment, net	80,729,773	13,217	5,739,749	-	86,482,739
Construction in progress	223,453	-	-	-	223,453
	<u>223,453</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>223,453</u>
Total assets	\$ 129,802,178	\$ 145,308	\$ 8,155,333	\$ (2,285,240)	\$ 135,817,579
Liabilities and Net Assets					
Liabilities:					
Accounts payable – trade	\$ 1,061,579	\$ -	\$ 34,898	\$ -	\$ 1,096,477
Accounts payable – affiliates	-	1,530,494	498,604	(2,029,098)	-
Accrued payroll	1,665,074	-	-	-	1,665,074
Accrued expenses and other liabilities	3,301,806	8,301	112,455	-	3,422,562
Annuities payable	225,498	-	-	-	225,498
Deferred gift revenue	150,941	-	-	-	150,941
Deferred revenue – other	35,931	-	-	-	35,931
Deferred compensation payable	3,425,463	-	-	-	3,425,463
Fair value of interest rate swaps	3,438,164	-	-	-	3,438,164
Long-term debt, net of deferred financing costs of \$768,184	53,230,239	-	2,767,506	(256,142)	55,741,603
	<u>53,230,239</u>	<u>-</u>	<u>2,767,506</u>	<u>(256,142)</u>	<u>55,741,603</u>
Total liabilities	66,534,695	1,538,795	3,413,463	(2,285,240)	69,201,713
Commitments and contingencies					
Net assets (deficit):					
Without donor restrictions	62,283,941	(1,393,487)	(3,036,830)	-	57,853,624
With donor restrictions	983,542	-	7,778,700	-	8,762,242
	<u>983,542</u>	<u>-</u>	<u>7,778,700</u>	<u>-</u>	<u>8,762,242</u>
Total net assets	63,267,483	(1,393,487)	4,741,870	-	66,615,866
	<u>63,267,483</u>	<u>(1,393,487)</u>	<u>4,741,870</u>	<u>-</u>	<u>66,615,866</u>
Total liabilities and net assets	\$ 129,802,178	\$ 145,308	\$ 8,155,333	\$ (2,285,240)	\$ 135,817,579
	<u>\$ 129,802,178</u>	<u>\$ 145,308</u>	<u>\$ 8,155,333</u>	<u>\$ (2,285,240)</u>	<u>\$ 135,817,579</u>

(1) Includes G.I.S. Housing, Inc.; G.I.S. Housing-Hillsborough, Inc.; G.I.S. Housing III, Inc.; G.I.S. Housing IV, Inc.; and G.I.S. Housing V, Inc.

Goodwill Industries – Suncoast, Inc. and Affiliates

**Consolidating Statement of Activities
Year Ended June 30, 2021**

	Goodwill	JobWorks	G.I.S. HUDs (1)	Eliminations	Total
Public support and revenue:					
Public support:					
Contributions	\$ 1,132,649	\$ -	\$ -	\$ -	\$ 1,132,649
In-kind contributions of donated inventory	19,114,344	-	-	-	19,114,344
Total public support	20,246,993				20,246,993
Sales	58,370,786	-	-	-	58,370,786
Fees and grants from governmental agencies	6,531,161	404,455	2,445,460	-	9,381,076
Fees from clients and private sources	1,520,612	746,263	871,761	-	3,138,636
Investment income, net	1,436,833	-	409	(6,578)	1,430,664
Miscellaneous income	498,888	-	12,359	(182,988)	328,259
Total revenue	68,358,280	1,150,718	3,329,989	(189,566)	72,649,421
Total public support and revenue	88,605,273	1,150,718	3,329,989	(189,566)	92,896,414
Expenses:					
Program services:					
Contributed goods production	10,884,208	-	-	-	10,884,208
Salvage	463,379	-	-	-	463,379
Contract	250	906,117	-	-	906,367
Stores	43,021,787	-	-	-	43,021,787
Solicitations and transportation	4,013,076	-	-	-	4,013,076
Cafeteria and dormitory	5,600,756	-	-	-	5,600,756
Housing	-	-	3,155,831	(189,566)	2,966,265
Rehabilitation	1,891,092	-	-	-	1,891,092
	65,874,548	906,117	3,155,831	(189,566)	69,746,930
Management and general	7,651,288	-	-	-	7,651,288
Public support	731,003	-	-	-	731,003
	8,382,291				8,382,291
Total expenses	74,256,839	906,117	3,155,831	(189,566)	78,129,221
Change in net assets before other changes	14,348,434	244,601	174,158	-	14,767,193
Other changes:					
Change in value of split-interest agreements and annuities	(63,809)	-	-	-	(63,809)
Change in value of interest rate swaps	2,347,337	-	-	-	2,347,337
	2,283,528				2,283,528
Change in net assets	16,631,962	244,601	174,158	-	17,050,721
Net assets (deficit):					
Beginning of year	46,635,521	(1,638,088)	4,567,712	-	49,565,145
End of year	\$ 63,267,483	\$ (1,393,487)	\$ 4,741,870	\$ -	\$ 66,615,866

(1) Includes G.I.S. Housing, Inc.; G.I.S. Housing-Hillsborough, Inc.; G.I.S. Housing III, Inc.; G.I.S. Housing IV, Inc.; and G.I.S. Housing V, Inc.

Goodwill Industries – Suncoast, Inc. and Affiliates

**Consolidating Statement of Cash Flows
Year Ended June 30, 2021**

	Goodwill	Job Works	G.I.S. HUDs (1)	Eliminations	Total
Cash flows from operating activities:					
Change in net assets	\$ 16,631,962	\$ 244,601	\$ 174,158	\$ -	\$ 17,050,721
Adjustments to reconcile change in net assets to net cash provided by operating activities:					
Depreciation	4,634,633	4,665	581,075	-	5,220,373
Amortization of deferred financing costs	252,012	-	-	-	252,012
Actuarial gain on annuity obligations	(1,529)	-	-	-	(1,529)
Actuarial loss on deferred gifts	65,338	-	-	-	65,338
Net realized and unrealized gain on investments	(1,350,436)	-	-	-	(1,350,436)
Change in fair value of interest rate swaps	(2,347,337)	-	-	-	(2,347,337)
Gain on disposal of property	(22,825)	-	-	-	(22,825)
(Increase) decrease in operating assets:					
Accounts receivable – trade and other	(169,950)	(74,401)	477	-	(243,874)
Accounts receivable – affiliates	92,035	-	-	(92,035)	-
Contributions receivable	(10,763)	-	-	-	(10,763)
Inventory – contributed goods	(739,746)	-	-	-	(739,746)
Inventory – new goods and supplies	(328,348)	-	-	-	(328,348)
Other assets	(162,137)	-	(199)	-	(162,336)
Notes receivable – affiliates	(6,578)	-	-	6,578	-
Increase (decrease) in operating liabilities:					
Accounts payable – trade	533,669	-	(37,927)	-	495,742
Accounts payable – affiliates	-	(178,524)	86,489	92,035	-
Accrued payroll	(57,748)	-	-	-	(57,748)
Accrued expenses and other liabilities	878,101	3,659	(13,647)	-	868,113
Deferred revenue – other	(9,456)	-	-	-	(9,456)
Net cash provided by operating activities	17,880,897	-	790,426	6,578	18,677,901
Cash flows from investing activities:					
Purchases of land, buildings and equipment	(852,120)	-	(131,865)	(6,578)	(990,563)
Proceeds from sale of equipment	22,825	-	-	-	22,825
Purchases of investments	(502,315)	-	-	-	(502,315)
Proceeds from sales of investments	64,077	-	-	-	64,077
Net cash used in investing activities	(1,267,533)	-	(131,865)	(6,578)	(1,405,976)
Cash flows from financing activities:					
Payments on long-term debt	(3,558,997)	-	(220,280)	-	(3,779,277)
Payments on annuity obligations	(27,011)	-	-	-	(27,011)
Net cash used in financing activities	(3,586,008)	-	(220,280)	-	(3,806,288)
Net increase in cash and cash equivalents and restricted cash	13,027,356	-	438,281	-	13,465,637
Cash and cash equivalents and restricted cash:					
Beginning	11,598,843	100	1,961,892	-	13,560,835
Ending	\$ 24,626,199	\$ 100	\$ 2,400,173	\$ -	\$ 27,026,472
Supplemental disclosures of cash flow information:					
Cash payments for interest	\$ 1,690,911	\$ -	\$ 230,984	\$ (6,578)	\$ 1,915,317
Noncash investing and financing activities:					
Construction in progress transferred to land, buildings, and improvements	\$ 313,656	\$ -	\$ -	\$ -	\$ 313,656
Change in value of deferred compensation investments	\$ 564,781	\$ -	\$ -	\$ -	\$ 564,781

(1) Includes G.I.S. Housing, Inc.; G.I.S. Housing-Hillsborough, Inc.; G.I.S. Housing III, Inc.; G.I.S. Housing IV, Inc.; and G.I.S. Housing V, Inc.

