

Global Green Presentation

At Goodwill - Easter Seals Minnesota
we are committed to being green.

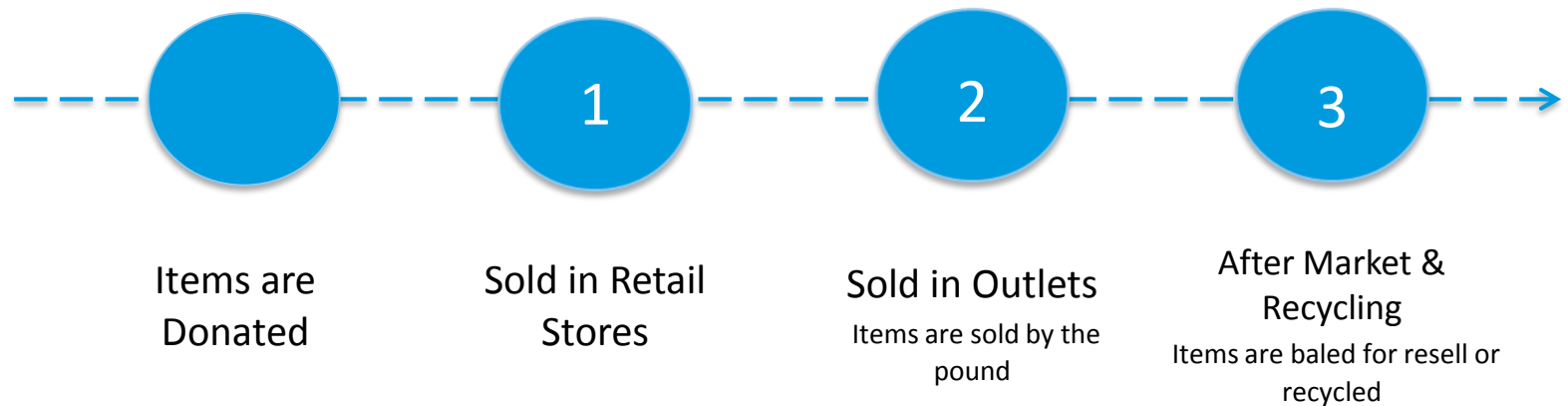


Together, we prepare people for work.

Building a Sustainability Culture

- Being green is at the heart of Goodwill's philosophy. You may not realize it, but when you donate your gently used items to Goodwill or shop, you set in motion a whole series of earth-friendly activities. Every item you donate or purchase at a Goodwill store is one less item thrown away.
- At Goodwill Easter Seals Minnesota we are building a framework of sustainability initiatives.
- By accepting your donated household items and selling them in our stores, we keep significant volumes of goods out of landfills.
- We've developed secondary markets for salvage textiles, books, stuffed animals, scrap metal, candle wax, E-waste, plastics and shoes. Goods that don't meet quality levels required for our stores, but meet minimum quality levels set by a salvage customer, are recycled through these markets and kept out of landfills.
- We are partnering with other non-profits to provide solutions for aftermarket dinnerware, flatware, furniture and luggage. These are all items that did not sell in our stores or outlets. There are no recycling or secondary market options for these items, so they would have gone to the landfill.

Donated items are run through a series of 3 steps before they would be landfilled



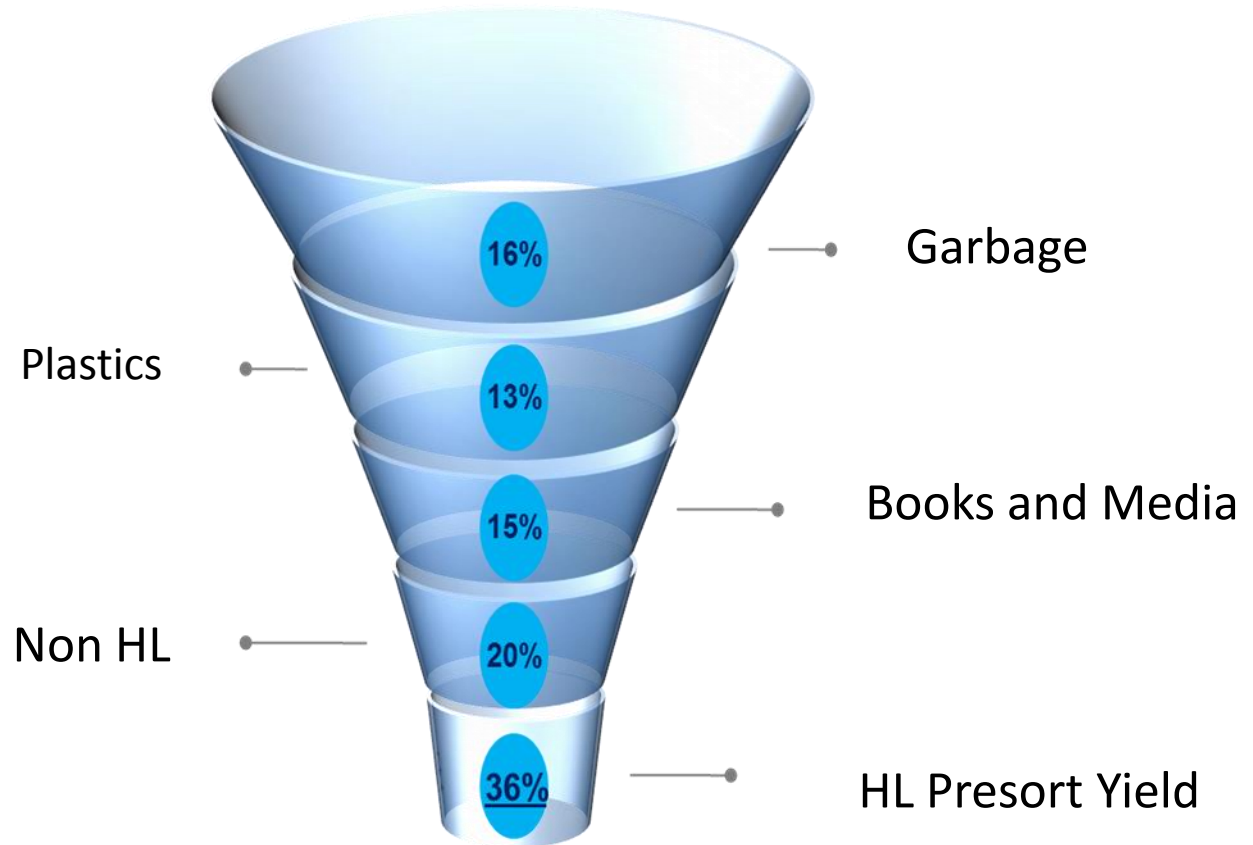
Salvage and Recycling

- Textile Bales
- All shoes, belts, purses
- Books, and Media
- Cardboard
- Sporting goods equipment
- Plastics- we bale it
- All Electronics
- TV's, Monitors, and computers
- Metal
- Wood pallets
- Pops bottles and cans
- Office Paper
- Plush Toys
- Christmas lights

Where do Textiles we sell in the After Market Go?



Raw Hard Goods Donations

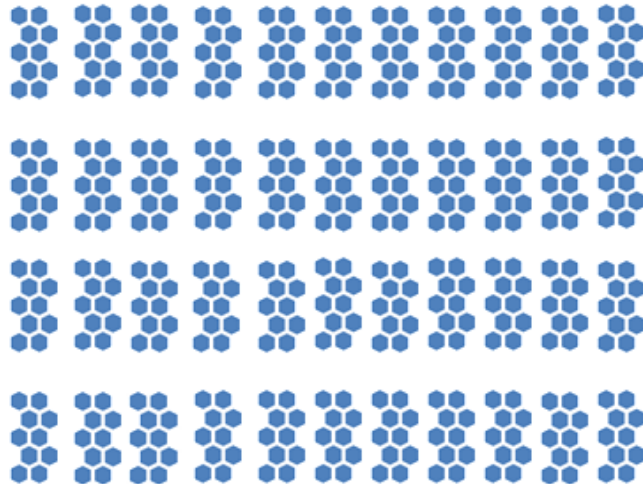


Plastics Recycling

In May 2016 we started to bale and recycle plastics

We are now processing 2 trucks a month

● = 1 Gaylord / 10 Gaylords per bale / 44 bales per truck



Going Green: Plastic Bags vs. Reusable Bags

Reusable bags go a long way toward relieving overfilled city dumps and landfill sites.

Goodwill receives hundreds of reusable bags as donations that do not sell in our stores or outlets. There are no recycling or secondary market options for aftermarket reusable bags, so they would have gone to the landfill. After conducting a waste assessment we have taken 2 courses of action to reduce waste and encourage reuse.

First we looked at our plastic bag usage in our outlets where we sell items in bulk and priced by the pound and each transaction uses multiple plastic bags. We started to use the reusable bags as a replacement. We're excited to announce that after six months, our plastic bag usage has gone down 60% and we will eliminate plastic bags from our 2 outlet locations in the first quarter of this year.

Secondly, we decided to partner with another non-profit HCMC food shelf to supply their bag needs, removing these items from the waste stream.



Conducting Waste Assessments

After walking through our facilities at Goodwill Easter Seals Minnesota it really came down to what did we have left after sorting for our current recycling markets and what markets could we explore or what could we divert.

When determining the feasibility of a market you need to look at in the following formula

Income benefit (Recycling Income) + Cost reduction benefit (Trash bill) = Organizational benefit

Utilizing this formula we decided to start recycling Mixed Rigid Plastics. We are now removing over 40,000 pounds of plastics out of the waste stream every month.

Partnerships

- There are no recycling or secondary market options for aftermarket dinnerware, flatware, furniture and luggage, so they would have gone to the landfill. We decided to partner with another non-profit Bridging, to remove these items from the waste stream.
- WHAT IS BRIDGING? Through the effective reuse of donated items, BRIDGING improves lives by providing quality furniture and household goods to those transitioning out of homelessness and poverty.

A Partnership that Keeps People Warm



1,232 pounds
of winter coats

- Through a partnership with the adult detention centers in Hennepin and Ramsey Counties Goodwill-Easter Seals Minnesota donated a total of 1,232 pounds of warm coats last winter to people who needed them.
- **"The Hennepin County Sheriff's Office Adult Detention Division serves many people who have a special need for clothing upon their release,"** reads a letter from Hennepin County Sheriff Richard Stanek. **"Many people are brought to us without adequate clothing for the weather or had their clothing seized as evidence by arresting officers. All too often they do not have an outside support system to bring them clothing to wear home."**
- That's where Goodwill comes in. We provide the coats, and the Sheriff's Offices give them to people leaving the detention centers at no cost.

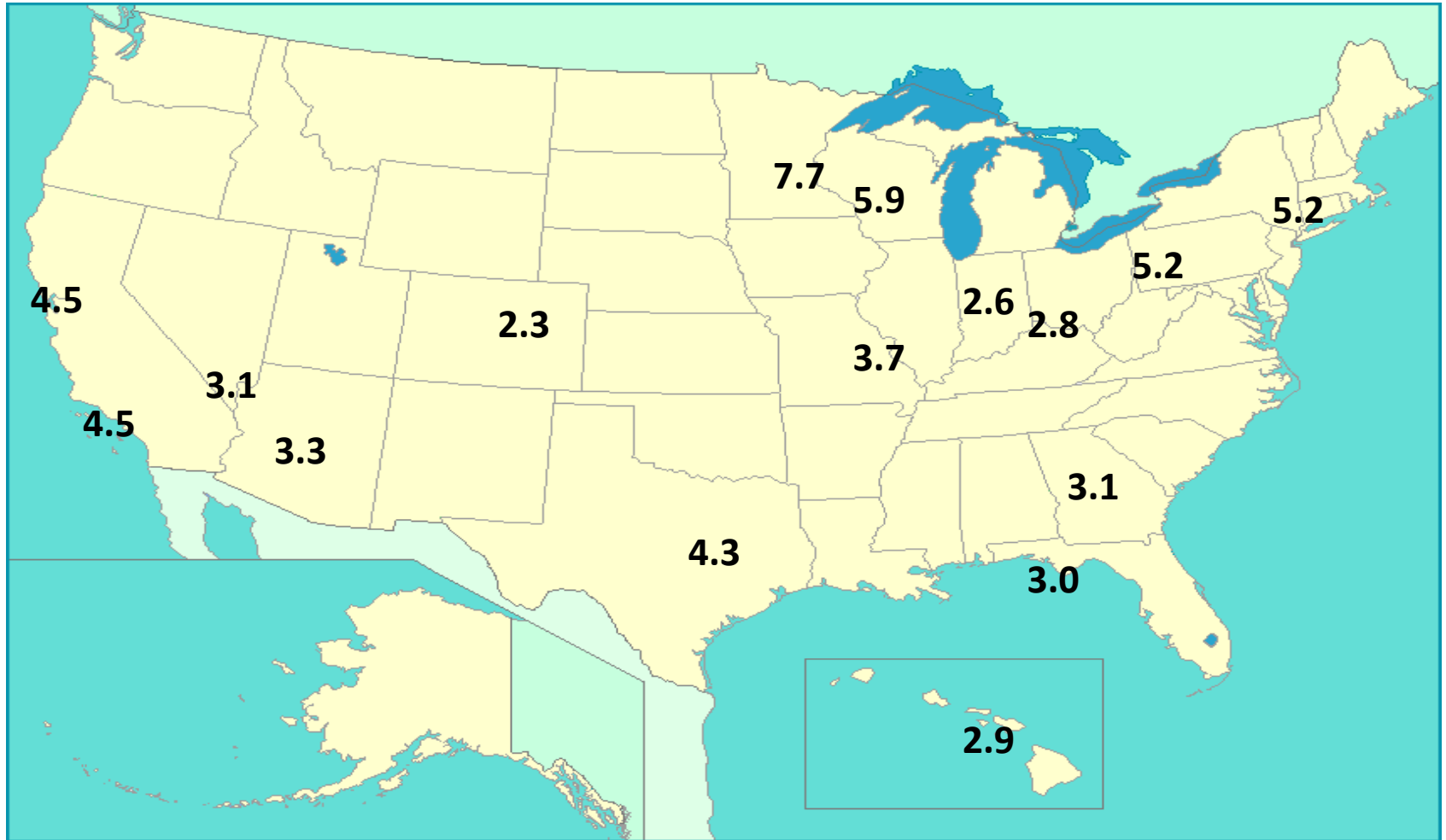
Garbage Tax

State Tax

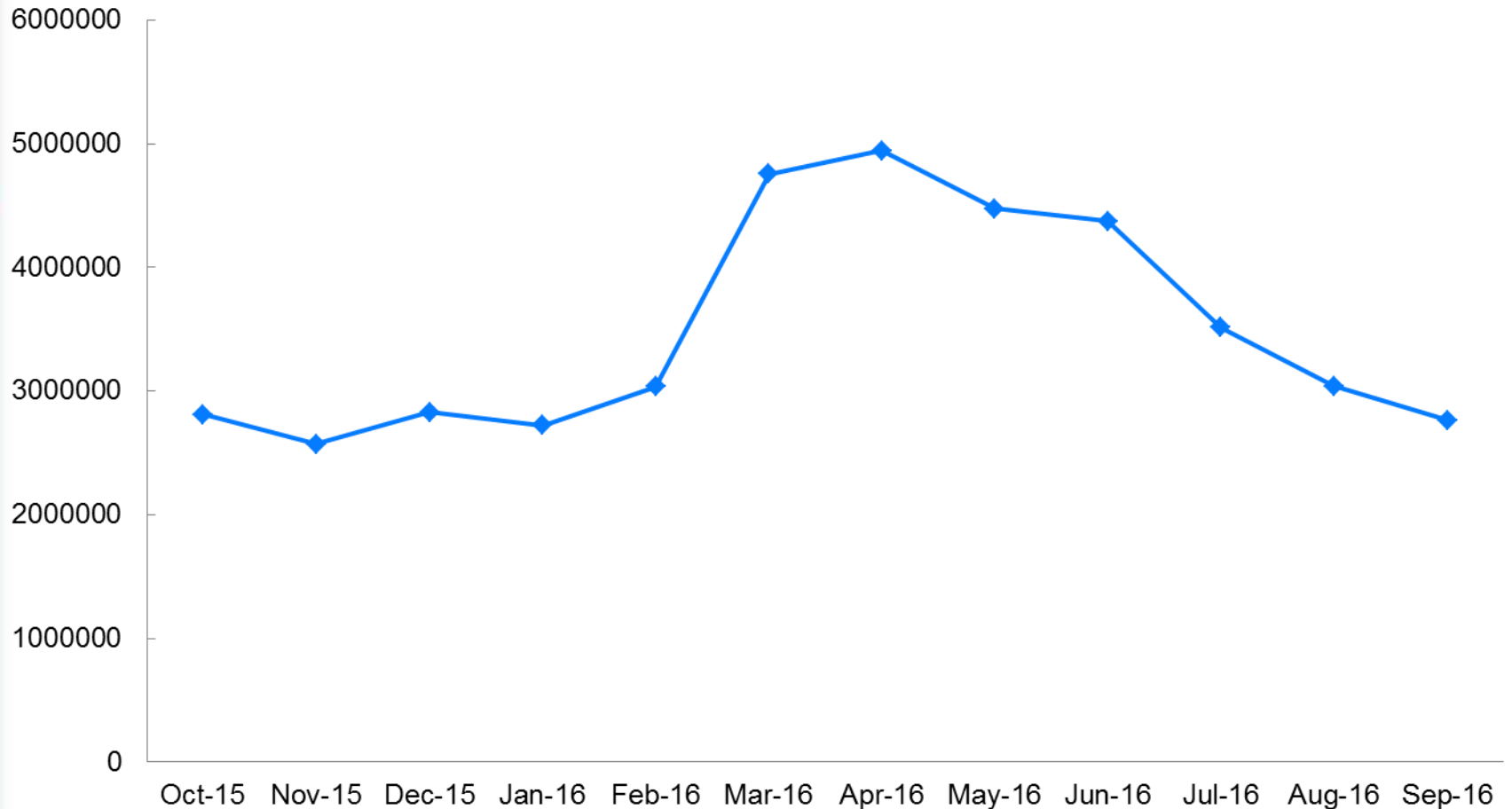
17%

- Hennepin County Tax
14.5%
- Washington County Tax
35%
- Ramsey County Tax 53%

Tax Rates cents per Pound

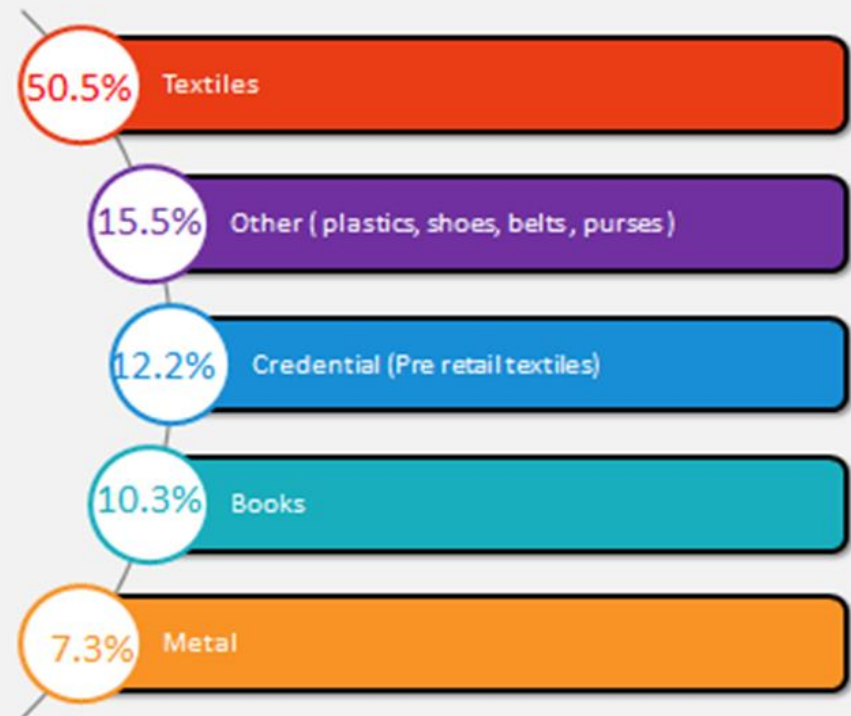
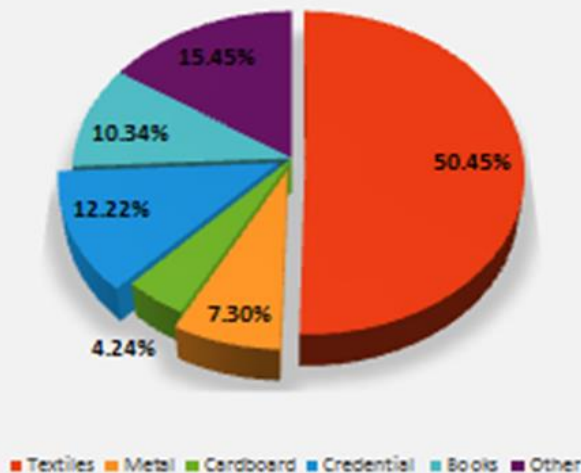


Millions of Pounds Diverted



Total diverted in 2016 over 41.8 Million Pounds

Salvage / Recycling 2016
41.8 Million Pounds



Questions

Thank You

