

What's Inside...

Goodwill's New Vision



Page 1

New Hires Resource



Page 1

New Outlet Store



Page 3

Accident to Attendant



Page 3

Our Mission

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

Newsletter Contributors

Lisa Chinn
Carrie Danko
Dale Glasgow
Kathleen Lewis
Bob Martin
Suzanne Rossi
Shawn Sloan
Woody Van Valkenburgh
GoodNews: Published by Rappahannock Goodwill Industries
Join our mailing list: please call (800) 789-2816.
© Copyright 2011, Rappahannock Goodwill Industries

Please visit our Web site: www.FredGoodwill.org

Goodwill Leads With A New Vision

Woody Van Valkenburgh has spent more than three decades finding homes for clothing, donated toys, and enough household items to fill a string of hotels.

Now, the president and CEO of Rappahannock Goodwill Industries (RGI) is ramping up his recycling efforts by breathing new life into something a little bit bigger. Last month, RGI announced plans to purchase the 80,000-square-foot structure that formerly was Gallahan's Furniture in Spotsylvania County's Lee's Hill area.

"It's going to be interesting to take this building, that is not designed as an office building, and turn it into what we're talking about," said Van Valkenburgh, who hopes to reshape

Continued on next page...



Goodwill Hires Disability Resource Coordinator for One-Stop Workforce Center

One of Goodwill's newest employees is making it easier for people with disabilities to use the services offered through the Fredericksburg Workforce Center. Bonnie Newcomb is helping agencies involved in workforce



development, education and training to get up to speed with their equipment and services. "I'm here to make sure all the organizations have the accommodations to work with people with disabilities," explained the former social services worker.

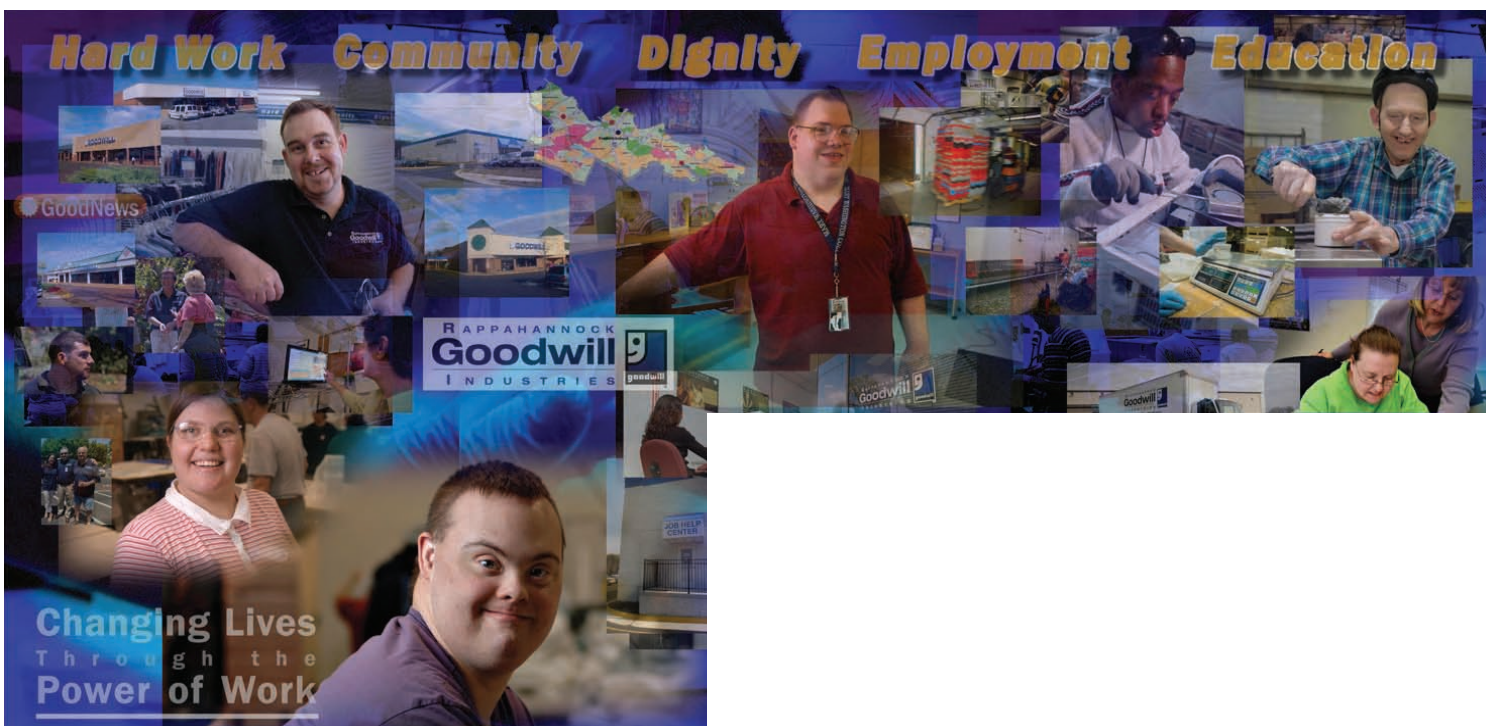
Newcomb is the new Disability Resource Coordinator. Her position is pivotal in improving employment outcomes for people with disabilities.

On the job since late June, Newcomb is also encouraging employers to hire people with disabilities.

Bonnie Newcomb can be reached at 540-322-5779 or by email at bonnie.newcomb@fredgoodwill.org.

A chance to win a \$50 gift certificate from Goodwill awaits you. It's simple.

By clicking "Like" on the Rappahannock Goodwill Industries' Facebook page, you not only join the growing online community of supporters, but you are automatically entered into a monthly drawing to win a gift certificate. Become a fan and find out about the latest in-store specials, mission updates and news of interest to the Goodwill community. Bragging about your latest great find from a Goodwill store is also welcome. Find us at www.Facebook.com/FredGoodwill or by clicking on the link from www.FredGoodwill.org.



Continued from front page, **Goodwill Leads With A New Vision**

a showcase for high end home furnishings into a hub of resources for those who need help finding jobs.

He and his team will work to divide the wide open site, which also includes nearly five acres, into spaces for RGI stores and offices and for other organizations with similar missions. Along the way, they believe their partnering efforts will build something even more special: a collaborative environment for helping people with a variety of barriers reach their full potentials – both on and off the job.

“Our vision drives us to look for meaningful collaborations. RGI is not a resource for housing or transportation. We’re not a spiritual or social resource. We’re not a health care provider or a school. However, we know there is a need for all of these things. These are the kinds of organizations we’d be looking to partner with,” Van Valkenburgh said.

As examples, he points to Goodwill’s existing affiliations with the Thurman Brisben Center, which provides aid to the homeless, and with the disAbility Resource Center, dedicated to promoting



independent living.

Collaborating agencies will split the top level of the two-story building with RGI’s own administrative offices, each claiming half of the floor’s 40,000 square feet. The lower level will become a showcase for donated items, as the newest of nearly a dozen RGI retail stores and an outlet, where gently-used products will be sold by the pound.

Built in 2001 with sprawling display rooms for furniture, the building includes a prominent atrium with a grand wall of glass in the front. Gutting the structure, reconfiguring parking space, and transforming the site to suit the needs of RGI and its collaborative partners is sure to hold its share of challenges. Van Valkenburgh says that purchasing the structure, which had been vacant since 2008, is the right thing to do and that now is the right time to do it.

“If you have the financial strength and you have a vision and you can see you’re going to need space in the future, why wouldn’t you?” he said, adding that the current real estate market made the purchase even more appealing, allowing the agency to acquire the site for about a third of its assessed value.

The building is expected to reach full occupancy within five years, with bottom-floor operations underway by next summer. RGI’s administrative offices most likely will move into the space in early 2013. They’ll vacate their Fredericksburg campus on Caroline and Princess Anne streets, where their programs and services have helped folks find jobs for the past 30 years. RGI does plan to maintain a presence downtown by opening a job help center in a yet-to-be-determined location.

Proceeds from the sale of the Fredericksburg site will be funneled into the construction of the new building’s top-floor operations, including its collaborative space. And RGI plans to charge its nonprofit partners minimal rent, if any at all.

“It’s going to take a burden off of their budgets, so they can put more funding into their programs,” said Van Valkenburgh, who abandoned his engineering background long ago, propelled by the satisfaction of running a business with the power to bring about social change.

About 450 people in the greater Fredericksburg region work for Rappahannock Goodwill Industries. Through employment and training programs, the agency helps give or restore financial independence to those with physical and mental disabilities. And it reaches out to people with other barriers that make finding work difficult, including wounded war veterans, domestic violence victims and those with criminal backgrounds who are determined to build better lives for themselves.

“Everybody needs some support at one time or another,” said Van Valkenburgh, who believes a collaborative environment will further RGI’s mission of creating a society that’s fully accessible to those with employment barriers. “A housing agency’s vision of the world as it should be could be similar to our vision of the world as it should be.”

To find out more, contact Woody Van Valkenburgh at woody.vanvalkenburgh@fredgoodwill.org.

Buy More for Less at the Outlet



A woman examined an infant activity center before placing it in a shopping cart. She grabbed it from a shoulder-high, toy-filled box. She retrieved another toy and transferred it to her cart. Before long, her cart was filled, yet she continued to scan the goods of the box. Finally, she asked the sales attendant if she could buy the entire contents. A smile lit up her face when she found out that she could.

The woman was buying toys from the Goodwill Outlet store, Rappahannock

Goodwill Industries’ latest retail innovation. Located adjacent to Goodwill’s retail store in the Gateway Shopping Center on Plank Road in Fredericksburg, the Outlet is the only one of its kind in Northern Virginia. The Outlet opened in May. It differs from the retail stores because it caters to those who buy in bulk. Quality clothes and housewares are sold by the pound. Merchandise is weighed at the time of purchase. The more you buy, the less you pay. For example, the \$1.39 per pound cost of clothes decreases to \$1.19 when someone buys 20 pounds or more of merchandise.



“This can be a benefit for large families with lots of children, as well as vendors for resale,” explained Ted Smith, RGI’s VP of Donated Goods. Electronics, books, DVDs, and other items sold at the Goodwill retail stores are also available at reduced cost at the store.

Sales in Goodwill’s stores fuels the engine that keeps services running and expanding for people with barriers to employment,



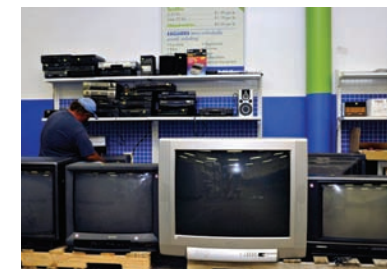
especially those with disabilities. Goodwill is always looking for new ways to utilize its resources. “We came up with the Outlet to give the clothes and

housewares another chance to sell before putting them through our recycling efforts,” explained Smith. The Outlet store is open 9 to 5 on Mon., Wed., Fri., and Sat.

New Store Arrives For South Stafford

RGI is upgrading a donation center to a full store and donation center. The Town and Country Donation Center off of Route 218 in south Stafford, which opened in March 2010, has reached capacity so Goodwill has opened a retail store at the location.

The store opened on August 26, bringing the total number of Goodwill stores to nine. Find all the store and donation center locations at www.FredGoodwill.org.



From Accident to Attendant: Winter Young’s Success Story

Drop donations off at the Chancellor Center

Attended Donation Center on Plank Road, and you might be handing your housewares or gently used clothes to a young man with a warm smile and eyes the color of a tropical sea. What you’ll notice is his friendly, yet polite demeanor. What you’ll miss is the trials he has had to endure to get back to work.

Young has been a Goodwill employee since August 2010 and a beneficiary of the Ticket to Work program. He went to Goodwill after hearing a radio advertisements that gave him hope about getting a job through the organization. He was struggling to secure employment after a tractor trailer accident in 2003 that resulted in a bout of surgeries and then an extended recovery.

“It took a lot out of me. It completely changed my life,” Young said of the accident. One of the changes included the unwelcome companion of pain in his back and legs. Young has also had to deal with memory and reading challenges that resulted from injury to his brain. Young admits that his journey back into the workforce was difficult. “I was nervous about everything, but every day I’m getting better”, said Young.



Young was hired to work in the retail store but then was encouraged to take advantage of the Ticket to Work program. The program is offered through the Social Security Administration to help recipients of disability benefits (SSI and SSDI) return to work without the fear of losing their benefits right away. Ticket holders are paired with an employment specialist who provides an individualized plan to ease a person back into a job and then provides support to help them maintain their employment.

When the attendant position opened up, Young was recommended by RGI’s VP of Donated Goods, Ted Smith. Young likes the work he does, especially because it involves meeting all kinds of people.

The transformation that started with Young’s recovery seems to be coming full circle. Once fearful, Young is now hopeful, not just for himself, but for others who might find themselves in a similar predicament. To those he says: “Try it—try working.” To find out more about the Ticket to Work program, call Goodwill at 540-371-3070.