



1715 Tiffany Drive East
West Palm Beach, FL 33407
TEL: 561.848.7200
FAX: 561.848.0346
TDD: 561.848.3806
gulfstreamgoodwill.org

March 8, 2017

Mr. Jason E. Brown
County Administrator, Board of County Commissioners
Indian River County
1801 27th Street
Vero Beach, FL 32960-3365

Dear Mr. Brown:

I am respectfully requesting a letter of support from you for Gulfstream Goodwill Industries to assist in our annual funding allocation request from the state legislature through the Florida Goodwill Association (FGA), of which we are a member.

Florida Goodwill's are autonomous and overseen by their local board of directors; however, we do collaborate on statewide issues pertaining to jobs for persons with disabilities and other barriers to employment. Each year, I, along with other FGA members, go to Tallahassee to reinforce the success of the state funding allocation and provide measurable results attributed to the number of people with disabilities successfully placed into jobs to become self-sufficient, working members of the community.

Gulfstream Goodwill, as the largest health, human and social services non-profit in Palm Beach County, fulfills our responsibilities to the disabled, the homeless and for those with other barriers to employment. In 2015, Gulfstream Goodwill placed 470 people into employment within 237 different businesses. These businesses represent 14 different industries and provide a weighted average hourly wage of \$9.86. No person employed at or placed by Gulfstream Goodwill receives an hourly wage below minimum rate.

Very significant is the state's return on investment from the \$750,000 allocation distributed among 9 Florida Goodwill's is the economic impact from job creation for persons with disabilities. The 2016 Elliot D. Pollack Company Economic and Fiscal Impact Study for FGA determined the fiscal impact of all placements in 2015 was \$24.9 million for the State of Florida. Results for the 2016 study are not yet finalized; however, the economic and fiscal impact has increased annually since their annual analysis began in 2012.

In support of FGA's collective mission of assisting persons with disabilities and other barriers to employment to become self-sufficient working members of our community, Gulfstream Goodwill also manages and operates the Palm Beach County Senator Philip D. Lewis Center, The Transition to Life Academy Charter School and Lighthouse for the Blind of the Palm Beaches, to name a few of our programs and services. Should you have specific questions about Gulfstream Goodwill or providing a letter of support, I would be delighted to speak with you. I can be reached at (561) 848-7200. Thank you so much for your consideration!

Sincerely,

A handwritten signature in black ink that reads "Marvin A. Tanck".

Marvin A. Tanck
President and CEO