Goodwill
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Ex 20.7.2

Deputation from Goodwill Industries of Toronto
May 14, 2012
Executive Committee – Item 20.7

Good morning Mr. Mayor and Members of the Executive Committee. Thank you for your time this morning. My name is Vijay Goutam and I am the Chief Operating Officer at Goodwill.

At Goodwill, our mission is to create work opportunities and skills development for people experiencing barriers to employment. We deliver this by operating a business model that is focused on "reuse, resell, recruit".

Last year Goodwill received and processed 30 million pounds of goods enabling us to employ over 650 people and at the same time managed to be 90% self sufficient thanks to the generosity of our donors.

The proposed fee will have a significant impact on our ability to create and sustain jobs in the community. The full impact of the fees outlined in the City budget will be an additional cost to Goodwill of $500,000. This annual fee cannot be easily absorbed and would likely result in the closing of multiple community stores.

We will continue to find ways to reduce the amount of unusable goods that are sent to landfill. We will continue to seek and find new markets.

What we are asking for the opportunity to explore new business models with the City to divert more from city landfills, thereby generating new revenue to create and sustain jobs.

For example, Goodwill and the City could explore establishing a Community Recycling Centre at a City Waste Drop Off Location.

We currently operate this model in partnership with other municipalities such as, Peel, Markham, York, and Vaughan. In Peel, the community recycling centre generated sales in excess of $500,000. In 2011, 1.5 million pounds of reusable goods were diverted from the Peel landfill system by the Goodwill store.

Goodwill would screen for reusable goods, recover, and sell these goods, diverting these items from the waste stream. New revenue would fund jobs and help offset the cost of disposal.

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This solution:

- Diverts reusable goods from the waste stream;
- Creates new jobs without any additional funding from the City; and
- Generates revenue for Goodwill to help offset disposal fees.

This is one example of an opportunity that would benefit the City and Goodwill. We would like to explore further options with the City.

Like all the charities in the room today, we are keenly aware of the challenges facing the City. We are looking for solutions that ensure we maximize the value of each charitable donation.

Thank you for reconsidering this item.

Respectfully submitted by:

Mr. Vijay Goutam
Chief Operating Officer
Goodwill Industries of Toronto