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Form 990

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

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.

OMB No. 1545-0047

2023

Open to Public Inspection

A For the 2023 calendar year, or tax year beginning 01-01-2023 , and ending 12-31-2023

B Check if applicable:
☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization
HAGERSTOWN GOODWILL INDUSTRIES INC

Doing business as
HORIZON GOODWILL INDUSTRIES

Number and street (or P.O. box if mail is not delivered to street address)
14515 PENNSYLVANIA AVENUE

Room/suite

City or town, state or province, country, and ZIP or foreign postal code
HAGERSTOWN, MD 21742

F Name and address of principal officer:
DAVID SHUSTER
14515 PENNSYLVANIA AVENUE
HAGERSTOWN, MD 21742

D Employer identification number
52-0660403

E Telephone number
(301) 733-7330

G Gross receipts \$ 30,447,433

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.HORIZONGOODWILL.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1955

M State of legal domicile:
MD

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities:
HORIZON GOODWILL INDUSTRIES HELPS INDIVIDUALS REALIZE AND ACHIEVE THEIR FULLEST POTENTIAL THROUGH THE DIGNITY AND POWER OF WORK. WITH OPERATIONS, PROGRAMS, AND SERVICES IN 17 COUNTIES ACROSS MARYLAND, PENNSYLVANIA, VIRGINIA, WEST VIRGINIA, WE FOCUS ON HUMAN DEVELOPMENT THAT EXPANDS THE RICHNESS OF HUMAN LIFE AND THAT IS CENTERED ON PEOPLE, THEIR OPPORTUNITIES AND CHOICES. IN THE LAST YEAR, MORE THAN 4,000 INDIVIDUALS BENEFITED FROM HORIZON GOODWILL'S MISSION OF "REMOVING BARRIERS AND CREATING OPPORTUNITIES", IMPROVING THEIR JOB SKILLS, EMPLOYABILITY, EDUCATION AND ECONOMIC SELF-SUFFICIENCY.

2 Check this box ☐

3	Number of voting members of the governing body (Part VI, line 1a)	16
4	Number of independent voting members of the governing body (Part VI, line 1b)	15
5	Total number of individuals employed in calendar year 2023 (Part V, line 2a)	199
6	Total number of volunteers (estimate if necessary)	48
7a	Total unrelated business revenue from Part VIII, column (C), line 12	283,548
7b	Net unrelated business taxable income from Form 990-T, Part I, line 11	

Revenue

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	583,079	2,425,735
9 Program service revenue (Part VIII, line 2g)	9,781,801	8,592,758
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	69,334	23,652
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	850,896	185,740
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	11,285,110	11,227,885

Expenses

13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)	431,391	491,258
14 Benefits paid to or for members (Part IX, column (A), line 4)		0
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	7,609,668	8,486,669
16a Professional fundraising fees (Part IX, column (A), line 11e)		0
b Total fundraising expenses (Part IX, column (D), line 25) 0		
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	3,658,871	3,851,025
18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	11,699,930	12,828,952
19 Revenue less expenses. Subtract line 18 from line 12	-414,820	-1,601,067

Assets or Liabilities

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	19,481,724	19,486,819
21 Total liabilities (Part X, line 26)	11,485,461	12,924,446

Net	21	Total liabilities (Part VII), line 20	11,783,781	12,724,740
Fun	22	Net assets or fund balances. Subtract line 21 from line 20	7,996,263	6,562,373

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 DAVID SHUSTER EXECUTIVE DIRECTOR		2024-10-16 Date			
	Type or print name and title					
Paid Preparer Use Only	Print/Type preparer's name		Preparer's signature	Date 2024-10-16	Check ☐ if self-employed	PTIN P02283604
	Firm's name SMITH ELLIOTT KEARNS & COMPANY LLC				Firm's EIN 52-0783935	
	Firm's address 19405 EMERALD SQUARE STE 1400 HAGERSTOWN, MD 21742				Phone no. (301) 733-5020	

May the IRS discuss this return with the preparer shown above? See Instructions. ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions. Cat. No. 11282Y Form **990** (2023)

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Part III Statement of Program Service Accomplishments

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

1 Briefly describe the organization's mission:

HORIZON GOODWILL INDUSTRIES HELPS INDIVIDUALS REALIZE AND ACHIEVE THEIR FULLEST POTENTIAL THROUGH THE DIGNITY AND POWER OF WORK. WITH OPERATIONS, PROGRAMS, AND SERVICES IN 17 COUNTIES ACROSS MARYLAND, PENNSYLVANIA, VIRGINIA, WEST VIRGINIA, WE FOCUS ON HUMAN DEVELOPMENT THAT EXPANDS THE RICHNESS OF HUMAN LIFE AND THAT IS CENTERED ON PEOPLE, THEIR OPPORTUNITIES AND CHOICES. IN THE LAST YEAR, MORE THAN 4,000 INDIVIDUALS BENEFITED FROM HORIZON GOODWILL'S MISSION OF "REMOVING BARRIERS AND CREATING OPPORTUNITIES", IMPROVING THEIR JOB SKILLS, EMPLOYABILITY, EDUCATION AND ECONOMIC SELF-SUFFICIENCY.

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 ☒ No

If "Yes," describe these new services on Schedule O.

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

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 6,874,986 including grants of \$ 491,258) (Revenue \$ 8,220,439)

BUSINESS SERVICES - FROM PACKAGING, ASSEMBLY, AND FULFILLMENT TO CUSTODIAL, FACILITIES MANAGEMENT AND MAILROOM SERVICES, HORIZON GOODWILL INDUSTRIES' BUSINESS SERVICES OPERATION IS ANOTHER OF OUR SOCIAL ENTERPRISES, OPERATING AS A BUSINESS AND VENDOR TO OVER 50 FEDERAL, STATE AND COMMERCIAL ENTITIES ACROSS OUR 4 STATE REGION. WITH THE MISSION OF "REMOVING BARRIERS, CREATING OPPORTUNITIES", HORIZON GOODWILL INDUSTRIES' BUSINESS SERVICES OPERATION FOCUSES ON PUTTING PEOPLE TO WORK PROVIDING HANDS-ON PAID TRAINING TO INDIVIDUALS WITH DISABILITIES AND BARRIERS, GOODWILL'S BUSINESS SERVICES CREATES OPPORTUNITIES FOR PEOPLE TO LEARN AND GROW WHILE ON THE JOB AND HELPS THOSE NOT READY FOR COMPETITIVE EMPLOYMENT BUILD NECESSARY TECHNICAL AND SOFT SKILLS TO GET AND KEEP A JOB IN THE COMMUNITY. IN 2023, WAGES PAID TO INDIVIDUALS WITH DISABILITIES AND BARRIERS TOTALLED 2.9 MILLION. BY TRAINING WITH GOODWILL, PEOPLE GAIN SECTOR SPECIFIC WORK EXPERIENCE, TECHNICAL TRAINING, JOB AND INCOME STABILITY, AND THE SOFT SKILLS NECESSARY TO BECOME MORE SELF-SUFFICIENT IN EMPLOYMENT WITH BUSINESSES IN OUR COMMUNITIES AFTER THEY GRADUATE.

4b (Code:) (Expenses \$ 2,996,055 including grants of \$) (Revenue \$ 372,319)

MISSION SERVICES - ACROSS 17 COUNTIES IN MARYLAND, PENNSYLVANIA, VIRGINIA AND WEST VIRGINIA, HORIZON GOODWILL INDUSTRIES IS DEDICATED TO PUTTING PEOPLE TO WORK AND OFFERS FREE JOB TRAINING AND JOB SEEKING SERVICES TO INDIVIDUALS IN OUR COMMUNITIES WHO WANT TO WORK BUT STRUGGLE TO FIND IT OUR MISSION SERVICES DIVISION PROVIDES INDIVIDUALIZED CASE MANAGEMENT, PAID WORK EXPERIENCES, JOB OR CAREER DEVELOPMENT, AND CONNECTIONS TO SERVICES THAT ADDRESS CRITICAL NEEDS AS FOOD, HOUSING, AND MENTAL HEALTH. GOODWILL'S EMPLOYMENT PROGRAMS, EDUCATIONAL PARTNERSHIPS AND RELATED SUPPORT SERVICES INCREASE AN INDIVIDUAL'S CONFIDENCE, THEIR ABILITY TO NAVIGATE CHANGE AND THEIR OVERALL EMPLOYABILITY. OUR CUSTOMIZED PROGRAMS AND SERVICES ARE DESIGNED TO HELP INDIVIDUALS WITH BARRIERS TO EMPLOYMENT RE-ESTABLISH A WORK AND EARNINGS HISTORY, DEVELOP JOB AND LIFE SKILLS, AND ENHANCE THEIR FINANCIAL, SOCIAL AND EDUCATIONAL CIRCUMSTANCES. HORIZON GOODWILL SERVES INDIVIDUALS WITH BARRIERS TO EMPLOYMENT SUCH AS LACK OF TRANSPORTATION OR CHILD CARE, LACK OF CIVILIAN WORK EXPERIENCE FOR VETERANS, CHEMICAL DEPENDENCY, CRIMINAL BACKGROUND, AND EMOTIONAL, COGNITIVE AND/OR PHYSICAL DISABILITIES. IN 2023, HORIZON GOODWILL PLACED 363 INDIVIDUALS IN JOBS ACROSS 4 STATES WITH AN AVERAGE STARTING WAGE OF 15.89 PER HOUR, WORKING AN AVERAGE OF 33 HOURS PER WEEK. HORIZON GOODWILL ALSO HELPED PLACE 117 INDIVIDUALS INTO PERMANENT HOUSING ACROSS THE 4 STATE TERRITORY.

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

CONTRIBUTED GOODS PRODUCTION - DONATED GOODS ARE COLLECTED AND PROCESSED GIVING CLIENTS, WITH DISABILITIES AND DISADVANTAGING CONDITIONS, AN OPPORTUNITY TO LEARN JOB SKILLS, DISCIPLINE AND DEVELOP SELF-CONFIDENCE. THE GOODS ARE SOLD IN THE ORGANIZATIONS RETAIL STORES AND DIRECT EXPENSES ARE REPORTED AS COST OF GOODS SOLD.

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)? If "Yes," complete Schedule A 	1 Yes	
2 Is the organization required to complete Schedule B, Schedule of Contributors? See instructions. 	2 Yes	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3	No
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? If "Yes," complete Schedule C, Part II	4	No
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 Rev. Proc. 98-19? If "Yes," complete Schedule C, Part III	5	No
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? If "Yes," complete Schedule D, Part I 	6	No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II 	7	No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III 	8	No
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? If "Yes," complete Schedule D, Part IV 	9	No
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi endowments? If "Yes," complete Schedule D, Part V 	10	No
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? If "Yes," complete Schedule D, Part VI. 	11a Yes	
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? If "Yes," complete Schedule D, Part VII 	11b	No
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? If "Yes," complete Schedule D, Part VIII 	11c	No
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? If "Yes," complete Schedule D, Part IX 	11d Yes	
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X 	11e Yes	
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)? If "Yes," complete Schedule D, Part X 	11f Yes	
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII 	12a	No
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional 	12b Yes	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	No
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? If "Yes," complete Schedule F, Parts I and IV	14b	No
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? If "Yes," complete Schedule F, Parts II and IV	15	No
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? If "Yes," complete Schedule F, Parts III and IV	16	No
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? If "Yes," complete Schedule G, Part I. See instructions. 	17	No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II 	18 Yes	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III 	19	No

20a	Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>	20a		No
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
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>	21		No

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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>	Yes	
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>	Yes	
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>		No
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>		No
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>		No
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>		No
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>		No
28	Was the organization a party to a business transaction with one of the following parties (see the 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>		No
b	A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>		No
c	A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	Yes	
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>		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		No
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>		No
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>		No
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>	Yes	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	Yes	
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>	Yes	
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>		No
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>		No
38	Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19? Note.		

Part V Statements Regarding Other IRS Filings and Tax ComplianceCheck 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 **1a** 80
- b** Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable **1b** 0
- c** Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners? **1c**

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Page **5****Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)**

2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	199	2b	Yes	
b If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b		Yes		
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a		Yes		
b If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O	3b		Yes		
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			No	
b If "Yes," enter the name of the foreign country: See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).					
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			No	
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			No	
c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?	5c				
6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a			No	
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b				
7 Organizations that may receive deductible contributions under section 170(c).					
a Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a			No	
b If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b				
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			No	
d If "Yes," indicate the number of Forms 8282 filed during the year	7d				
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			No	
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			No	
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g			No	
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		Yes		
8 Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8				
9 Sponsoring organizations maintaining donor advised funds.					
a Did the sponsoring organization make any taxable distributions under section 4966?	9a				
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b				
10 Section 501(c)(7) organizations. Enter:					
a Initiation fees and capital contributions included on Part VIII, line 12	10a				
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b				
11 Section 501(c)(12) organizations. Enter:					
a Gross income from members or shareholders	11a				
b Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b				
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a				
b If "Yes," enter the amount of tax-exempt interest received or accrued during the year.					

12b				
13 Section 501(c)(29) qualified nonprofit health insurance issuers.				
a		Is the organization licensed to issue qualified health plans in more than one state?		13a
Note. See the instructions for additional information the organization must report on Schedule O.				
b		Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans		13b
c		Enter the amount of reserves on hand		13c
14a		Did the organization receive any payments for indoor tanning services during the tax year?		14a
b		If "Yes," has it filed a Form 720 to report these payments?If "No," provide an explanation in Schedule O		14b
15		Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year?		15
		If "Yes," see the instructions and file Form 4720, Schedule N.		
16		Is the organization an educational institution subject to the section 4968 excise tax on net investment income?		16
		If "Yes," complete Form 4720, Schedule O.		
17		Section 501(c)(21) organizations. Did the trust, or any disqualified or other person engage in any activities that would result in the imposition of an excise tax under section 4951, 4952, or 4953?		17
		If "Yes," complete Form 6069.		
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Part VI Governance, Management, and Disclosure. For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

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

Section A. Governing Body and Management

		Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year		1a	16
If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.			
b Enter the number of voting members included in line 1a, above, who are independent		1b	15
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		2	No
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?		3	No
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		4	No
5 Did the organization become aware during the year of a significant diversion of the organization's assets?		5	No
6 Did the organization have members or stockholders?		6	No
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		7a	No
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		7b	No
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a The governing body?		8a	Yes
b Each committee with authority to act on behalf of the governing body?		8b	Yes
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O		9	No

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

		Yes	No
10a Did the organization have local chapters, branches, or affiliates?		10a	No
b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		10b	
11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?		11a	Yes
b Describe on Schedule O the process, if any, used by the organization to review this Form 990.			
12a Did the organization have a written conflict of interest policy? If "No," go to line 13		12a	Yes
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?		12b	Yes
c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe on Schedule O how this was done		12c	Yes
13 Did the organization have a written whistleblower policy?		13	Yes
14 Did the organization have a written document retention and destruction policy?		14	Yes

14		Yes			
15		Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official		15a	Yes	
b	Other officers or key employees of the organization		15b	Yes	
If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.					
16a		Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		16a	No
b		If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		16b	

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed MD

18 Section 6104 requires an organization to make its Form 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
☒ Own website ☐ Another's website ☒ Upon request ☐ Other (explain in Schedule O)

19 Describe in 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:
STEPHEN BLEDSOE 14515 PENNSYLVANIA AVENUE HAGERSTOWN, MD 21742 (301) 733-7330

Form 990 (2023)

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 the 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, box 6 of Form 1099-MISC, and/or box 1 of Form 1099-NEC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, or 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 the 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 dotted 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/1099-NEC)	(E) Reportable compensation from related organizations (W-2/1099-MISC/1099-NEC)	(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) DAVID SHUSTER EXECUTIVE DI	40.00	X		X				194,520	0	8,040
(2) SHARON AHRENS CHIEF BUSINE	40.00			X				135,066	0	6,980
(3) SILA ALEGRET-BARTEL DIRECTOR	1.00	X						0	0	0
(4) MIKE BARD	1.00	X						0	0	0

Form **990** (2023)[illegible]

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 2							
3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	<table border="1"> <thead> <tr> <th></th> <th>Yes</th> <th>No</th> </tr> </thead> <tbody> <tr> <td>3</td> <td></td> <td>No</td> </tr> </tbody> </table>		Yes	No	3		No
	Yes	No					
3		No					
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>	<table border="1"> <tbody> <tr> <td>4</td> <td>Yes</td> <td></td> </tr> </tbody> </table>	4	Yes				
4	Yes						
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>	<table border="1"> <tbody> <tr> <td>5</td> <td></td> <td>No</td> </tr> </tbody> </table>	5		No			
5		No					

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.

Form **990** (2023)

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

	(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
1a Federated campaigns				
1b Contributions, Gifts, Grants, and Membership dues	1,200			
1c Other Amt Similar Fundraising events	29,684			
1d Related organizations				
1e Government grants (contributions)	1,741,112			
1f All other contributions, gifts, grants, and similar amounts not included above				

643,739							
g Noncash contributions included in lines 1a - 1f:\$		1g					
45,603							
h Total. Add lines 1a-1f		2,425,735					
Program Service Revenue	2a PROG. SERV REVENUE-CONTRACTS		Business Code				
			624310	8,220,439	8,220,439		
	FEES FROM GOVERNMENT AGENCIES		624310	372,319	372,319		
f All other program service revenue.							
9 Total. Add lines 2a-2f.		8,592,758					
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			106,839			106,839
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
	6a Gross rents	(i) Real	(ii) Personal				
		6a	72,435				
		6b Less: rental expenses	6b	42,203			
	6c Rental income or (loss)	6c	30,232				
	d Net rental income or (loss)			30,232	15,382		
	7a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
		7a	911,669	20,803			
		7b Less: cost or other basis and sales expenses	7b	993,903	21,756		
	7c Gain or (loss)	7c	-82,234	-953			
	d Net gain or (loss)			-83,187			-83,187
	a Gross income from fundraising events (not including \$ 29,684 of contributions reported on line 1c). See Part IV, line 18						
		8a					
		8b Less: direct expenses	8b	17,691			
	c Net income or (loss) from fundraising events			-17,691			-17,691
9a Gross income from gaming activities. See Part IV, line 19							
	9a						
	9b Less: direct expenses	9b					
c Net income or (loss) from gaming activities							
10a Gross sales of inventory, less returns and allowances							
	10a	18,311,062					
	10b Less: cost of goods sold	10b	18,143,995				
c Net income or (loss) from sales of inventory			167,067	-101,631	268,698		
11a MISCELLANEOUS		Business Code					
		900099	6,132			6,132	
b							

Other Revenue	Misc Amt				
d All other revenue					
e Total. Add lines 11a-11d		6,132			
12 Total revenue. See instructions		11,227,885	8,506,509	283,548	12,093

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.

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

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

8

Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)

9

Other employee benefits

10

Payroll taxes

11

Fees for services (non-employees):

a

Management

b

Legal

c

Accounting

d

Lobbying

e

Professional fundraising services. See Part IV, line 17

f

Investment management fees

g

Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)

12

Advertising and promotion

13

Office expenses

14

Information technology

15

Royalties

16

Occupancy

17

Travel

18

Payments of travel or entertainment expenses for any federal, state, or local public officials

19

Conferences, conventions, and meetings

20

Interest

21

Payments to affiliates

22

Depreciation, depletion, and amortization

23

Insurance

24

Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount

(A)

Total expenses

(B)

Program service expenses

(C)

Management and general expenses

(D)

Fundraising expenses

491,258

491,258

344,606

212,815

131,791

5,753,584

4,617,602

1,135,982

103,387

75,732

27,655

1,072,622

935,872

136,750

1,212,470

1,066,668

145,802

5,780

5,780

65,296

3,200

62,096

14,083

14,083

635,981

457,181

178,800

40,252

6,964

33,288

833,112

423,595

409,517

486,718

302,577

184,141

1,027,267

887,350

139,917

103,683

76,886

26,797

58,366

26,132

32,234

52,550

37,894

14,656

166,512

166,512

242,787

161,888

80,899

88,696

84,034

4,662

exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)					
a	MEMBERSHIP DUES	25,746	1,585	24,161	
b	MISCELLANEOUS	2,468	491	1,977	
c	SUBSCRIPTIONS/PUBLICATION	1,127	716	411	
d	BAD DEBT EXPENSE	601	601		
e	All other expenses				
25	Total functional expenses. Add lines 1 through 24e	12,828,952	9,871,041	2,957,911	0
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 ☐ 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 IX

		(A) Beginning of year		(B) End of year
Assets	1 Cash—non-interest-bearing	1,821,239	1	816,311
	2 Savings and temporary cash investments	12,702	2	37,047
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	1,405,921	4	1,747,579
	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		7	
	8 Inventories for sale or use	359,901	8	339,922
	9 Prepaid expenses and deferred charges	362,729	9	410,527
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 13,739,048		
	b Less: accumulated depreciation	10b 7,019,513	6,419,652	10c 6,719,535
	11 Investments—publicly traded securities	1,929,307	11	2,047,550
	12 Investments—other securities. See Part IV, line 11		12	
	13 Investments—program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11	7,170,273	15	7,368,348
16 Total assets. Add lines 1 through 15 (must equal line 33)	19,481,724	16	19,486,819	
Liabilities	17 Accounts payable and accrued expenses	2,042,486	17	2,678,448
	18 Grants payable		18	
	19 Deferred revenue	3,207	19	20,761
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	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		22	
	23 Secured mortgages and notes payable to unrelated third parties	1,859,810	23	2,375,331
	24 Unsecured notes and loans payable to unrelated third parties		24	
	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	7,579,958	25	7,849,906
	26 Total liabilities. Add lines 17 through 25	11,485,461	26	12,924,446
Organizations that follow FASB ASC 958, check here ☒ and complete				

Net Assets or Fund Balances	27	Net assets without donor restrictions	7,710,568	27	6,097,469
	28	Net assets with donor restrictions	285,695	28	464,904
	Organizations that do not follow FASB ASC 958, check here ☐ and complete lines 29 through 33.				
	29	Capital stock or trust principal, or current funds		29	
	30	Paid-in or capital surplus, or land, building or equipment fund		30	
	31	Retained earnings, endowment, accumulated income, or other funds		31	
	32	Total net assets or fund balances	7,996,263	32	6,562,373
33	Total liabilities and net assets/fund balances	19,481,724	33	19,486,819	

Form 990 (2023)

Part XI	Reconcillation 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	11,227,885
2	Total expenses (must equal Part IX, column (A), line 25)	2	12,828,952
3	Revenue less expenses. Subtract line 2 from line 1	3	-1,601,067
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	7,996,263
5	Net unrealized gains (losses) on investments	5	167,177
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 in Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	6,562,373

Part XII	Financial Statements and Reporting			
Check if Schedule O contains a response or note to any line in this Part XII ☐				
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.		Yes	No
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? 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: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a		No
b	Were the organization's financial statements audited by an independent accountant? 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: ☐ Separate basis ☒ Consolidated basis ☐ Both consolidated and separate basis	2b	Yes	
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? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.	2c	Yes	
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Uniform Guidance, 2 C.F.R. Part 200, Subpart F?	3a	Yes	
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 in Schedule O and describe any steps taken to undergo such audits.	3b	Yes	

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SCHEDULE A
(Form 990)

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.

2023
Open to Public Inspection

Name of the organization
HAGERSTOWN GOODWILL INDUSTRIES INC

Employer identification number
52-0660403

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).)

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 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 on 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						

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

Cat. No. 11285F

Schedule A (Form 990) 2023

Page 2

Schedule A (Form 990) 2023

Page 2

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 failed to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year
(or fiscal year beginning in) ▶

1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grant.") . . .

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.

(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total

Section B. Total Support

Calendar year
(or fiscal year beginning in) ▶

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)

(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total

13 **First 5 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

14 Public support percentage for 2023 (line 6, column (f) divided by line 11, column (f))

15 Public support percentage for 2022 Schedule A, Part II, line 14

16a **33 1/3% support test—2023.** 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 ▶ ☐

b **33 1/3% support test—2022.** 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 ▶ ☐

17a **10%-facts-and-circumstances test—2023.** 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 ▶ ☐

b **10%-facts-and-circumstances test—2022.** 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 ▶ ☐

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 ▶ ☐

Schedule A (Form 990) 2023

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Schedule A (Form 990) 2023Page 3

Part IIISupport 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) ▶

1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .

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

3 Gross receipts from activities that are not an unrelated trade or

(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
194,554	847,609	1,133,981	583,079	2,425,735	5,184,958
22,181,821	18,542,865	24,455,107	25,843,348	26,337,168	117,360,309

	1,592	14,722	21,436	9,850	6,132	53,732
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	22,377,967	19,405,196	25,610,524	26,436,277	28,769,035	122,598,999
7a	Amounts included on lines 1, 2, and 3 received from disqualified persons					
b	729,160	121,770				850,930
c	729,160	121,770				850,930
8	Public support. (Subtract line 7c from line 6.)					
						121,748,069

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2019	(b) 2020	(c) 2021	(d) 2022	(e) 2023	(f) Total
9	22,377,967	19,405,196	25,610,524	26,436,277	28,769,035	122,598,999
10a	46,764	38,985	61,772	57,920	106,839	312,280
b						
c	46,764	38,985	61,772	57,920	106,839	312,280
11						
12						
13	22,424,731	19,444,181	25,672,296	26,494,197	28,875,874	122,911,279
14	First 5 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 2023 (line 8, column (f) divided by line 13, column (f))	15	99.050 %
16	Public support percentage from 2022 Schedule A, Part III, line 15	16	98.370 %

Section D. Computation of Investment Income Percentage

17	Investment income percentage for 2023 (line 10c, column (f) divided by line 13, column (f))	17	0 %
18	Investment income percentage from 2022 Schedule A, Part III, line 17	18	0 %

- 19a **33 1/3% support tests-2023.** 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-2022.** 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 ☐

Schedule A (Form 990) 2023

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, of Part I, complete Sections A and B. If you checked box 12b, of Part I, complete Sections A and C. If you checked box 12c, of Part I, complete Sections A, D, and E. If you checked box 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? 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.		
	1		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).		
	2		

3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer lines 3b and 3c below.			
3a				
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)? If "Yes," describe in Part VI when and how the organization made the determination.			
3b				
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in Part VI what controls the organization put in place to ensure such use.			
3c				
4a	Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes" and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.			
4a				
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? 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.			
4b				
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)? 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.			
4c				
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer lines 5b and 5c 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).			
5a				
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?			
5b				
c	Substitutions only. Was the substitution the result of an event beyond the organization's control?			
5c				
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? If "Yes," provide detail in Part VI .			
6				
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (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? If "Yes," complete Part I of Schedule L (Form 990) .			
7				
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? If "Yes," complete Part I of Schedule L (Form 990).			
8				
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))? If "Yes," provide detail in Part VI .			
9a				
b	Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? If "Yes," provide detail in Part VI .			
9b				
c	Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? If "Yes," provide detail in Part VI .			
9c				
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)? If "Yes," answer line 10b below.			
10a				
b	Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether the organization had excess business holdings).			
10b				

Schedule A (Form 990) 2023

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 on lines 11b and 11c below, the governing body of a supported organization?		
11a			
b	A family member of a person described on 11a above?		
11b			
c	A 35% controlled entity of a person described on line 11a or 11b above? If "Yes" to 11a, 11b, or 11c, provide detail in Part VI .		
11c			

Section B. Type I Supporting Organizations		Yes	No
1	Did the officers, 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? 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.		
1			

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>			
		2		

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>		
		1	

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?		
		1	
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>		
		2	
3	By reason of the relationship described in line 2 above, 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>		
		3	

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 ☐ The organization satisfied the Activities Test. Complete line 2 below.			
	b ☐ The organization is the parent of each of its supported organizations. Complete line 3 below.			
	c ☐ The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions)			
2	Activities Test. Answer lines 2a and 2b below.		Yes	No
	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>			
		2a		
	b Did the activities described on line 2a, above 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>			
		2b		
3	Parent of Supported Organizations. Answer lines 3a and 3b 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>If "Yes" or "No," provide details in Part VI.</i>			
		3a		
	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>			
		3b		

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 (<i>explain in Part VI</i>). 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
--	----------------	------------------

Section B - Minimum Asset Amount		()	(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):	1	
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 0.015 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 0.035	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	☐ 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) 2023

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Schedule A (Form 990) 2023

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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	1
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3
4	Amounts paid to acquire exempt-use assets	4
5	Qualified set-aside amounts (prior IRS approval required - provide details in Part VI)	5
6	Other distributions (describe in Part VI). See instructions	6
7	Total annual distributions. Add lines 1 through 6.	7
8	Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions	8
9	Distributable amount for 2023 from Section C, line 6	9
10	Line 8 amount divided by Line 9 amount	10

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2023	(iii) Distributable Amount for 2023
1 Distributable amount for 2023 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2023 (reasonable cause required-- explain in Part VI). See instructions.			
3 Excess distributions carryover, if any, to 2023:			
a From 2018.			
b From 2019.			
c From 2020.			
d From 2021.			

e	From 2022.		
f	Total of lines 3a through e		
g	Applied to underdistributions of prior years		
h	Applied to 2023 distributable amount		
i	Carryover from 2018 not applied (see instructions)		
j	Remainder. Subtract lines 3g, 3h, and 3i from line 3f.		
4	Distributions for 2023 from Section D, line 7: \$		
a	Applied to underdistributions of prior years		
b	Applied to 2023 distributable amount		
c	Remainder. Subtract lines 4a and 4b from line 4.		
5	Remaining underdistributions for years prior to 2023, if any. Subtract lines 3g and 4a from line 2. If the amount is greater than zero, <i>explain in Part VI</i> . See instructions.		
6	Remaining underdistributions for 2023. Subtract lines 3h and 4b from line 1. If the amount is greater than zero, <i>explain in Part VI</i> . See instructions.		
7	Excess distributions carryover to 2024. Add lines 3j and 4c.		
8	Breakdown of line 7:		
a	Excess from 2019.		
b	Excess from 2020.		
c	Excess from 2021.		
d	Excess from 2022.		
e	Excess from 2023.		

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).

Facts And Circumstances Test	

Return Reference	Explanation
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Schedule B (Form 990) Department of the Treasury Internal Revenue Service	Schedule of Contributors ▶ Attach to Form 990, 990-EZ, or 990-PF. ▶ Go to www.irs.gov/Form990 for the latest information.	OMB No. 1545-0047 2023
---	--	--

Name of the organization HAGERSTOWN GOODWILL INDUSTRIES INC	Employer identification number 52-0660403
--	--

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

- ☐ 501(c)() (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 other 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 33¹/₃% 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 990PF, 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
HAGERSTOWN GOODWILL INDUSTRIES INC

Employer identification number
52-0660403

Part I**Contributors**

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
<u>RESTRICTED</u>		\$ <u>RESTRICTED</u>	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		\$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		\$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		\$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		\$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		\$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)

Schedule B (Form 990) (2023)

Name of organization
HAGERSTOWN GOODWILL INDUSTRIES INC

Employer identification number

52-0660403

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

Schedule B (Form 990) (2023)

Schedule B (Form 990) (2023)

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Name of organization HAGERSTOWN GOODWILL INDUSTRIES INC	Employer identification number 52-0660403
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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 information once. See instructions.) \$

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

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

Additional Data

Return to Form

Software ID:
Software Version:

efile Public Visual Render | ObjectID: 202422929349300827 - Submission: 2024-10-18 | TIN: 52-0660403

SCHEDULE D
(Form 990)

Supplemental Financial Statements

OMB No. 1545-0047
2022
Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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.

Name of the organization
HAGERSTOWN GOODWILL INDUSTRIES INC

Employer identification number
52-0660403

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.

1

Total number at end of year

(a) Donor advised funds

(b) Funds and other accounts

2

Aggregate value of contributions to (during year)

3

Aggregate value of grants from (during year)

4

Aggregate value at end of year

5

Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?

☐ Yes ☐ No

6

Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?

☐ Yes ☐ No

Part II

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

1

Purpose(s) of conservation easements held by the organization (check all that apply).

☐ Preservation of land for public use (e.g., recreation or education)

☐ Preservation of an historically important land area

☐ Protection of natural habitat

☐ Preservation of a certified historic structure

☐ Preservation of open space

2

Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

	Held at the End of the Year
a	Total number of conservation easements
b	Total acreage restricted by conservation easements
c	Number of conservation easements on a certified historic structure included in (a)
d	Number of conservation easements included in (c) acquired after July 25, 2006, and not on a historic structure listed in the National Register

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year

4

Number of states where property subject to conservation easement is located

5

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☐ Yes ☐ No

6

Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

7

Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year

8

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?

☐ Yes ☐ No

9

In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

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.

1a

If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items.

b

If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i)

Revenue included on Form 990, Part VIII, line 1

\$

(ii)

Assets included in Form 990, Part X

\$

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a

Revenue included on Form 990, Part VIII, line 1

\$

b

Assets included in Form 990, Part X

\$

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 are a 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 programs
- 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 in 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:

- (i) Unrelated organizations
- (ii) Related organizations

	Yes	No
3a(i)		
3a(ii)		
3b		

b If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R?

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		896,597		896,597
b Buildings		9,402,578	4,454,459	4,948,119
c Leasehold improvements				
d Equipment		2,848,248	2,241,474	606,774
e Other		591,625	323,580	268,045
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).) . . . ▶				6,719,535

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. (Column (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. (Column (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) OPERATING LEASE RIGHT-TO-USE ASSETS	7,037,145
(2) FINANCING LEASE RIGHT-TO-USE ASSETS	254,404
(3) SECURITY DEPOSITS	76,799
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col.(B) line 15.)	7,368,348

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		
OPERATING LEASE OBLIGATIONS		7,161,574
DUE TO AFFILIATES		411,004
FINANCING LEASE OBLIGATIONS		277,328
Total. (Column (b) must equal Form 990, Part X, col.(B) line 25.)		7,849,906
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 FIN 48 (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		29,587,297
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
a	Net unrealized gains (losses) on investments	2a	167,177	
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII.)	2d	-11,654	
e	Add lines 2a through 2d	2e		155,523
3	Subtract line 2e from line 1	3		29,431,774
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		
b	Other (Describe in Part XIII.)	4b	-18,203,889	
c	Add lines 4a and 4b	4c		-18,203,889
5	Total revenue. Add lines 3 and 4c . (This must equal Form 990, Part I, line 12.)	5		11,227,885
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		31,021,187
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	18,203,889	
e	Add lines 2a through 2d	2e		18,203,889
3	Subtract line 2e from line 1	3		12,817,298
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		
b	Other (Describe in Part XIII.)	4b	11,654	
c	Add lines 4a and 4b	4c		11,654
5	Total expenses. Add lines 3 and 4c . (This must equal Form 990, Part I, line 18.)	5		12,828,952
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.

Return Reference	Explanation
SCHEDULE D, PAGE 3, PART X	THE ORGANIZATION FOLLOWS THE FASB ACCOUNTING STANDARDS CODIFICATION, WHICH PROVIDES GUIDANCE ON ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES RECOGNIZED IN AN ENTERPRISE'S FINANCIAL STATEMENTS. THE ORGANIZATION'S POLICY IS TO CHARGE PENALTIES

	ENTERPRISE FINANCIAL STATEMENT OF THE ORGANIZATION'S POLICY IS TO CHARGE FEES AND INTEREST TO INCOME TAX EXPENSE AS INCURRED. THE ORGANIZATION'S FEDERAL AND STATE INCOME TAX RETURNS ARE SUBJECT TO EXAMINATION BY THE INTERNAL REVENUE SERVICE AND STATE TAX AUTHORITIES, GENERALLY FOR A PERIOD OF THREE YEARS AFTER THE RETURNS ARE FILED.
SCHEDULE D, PAGE 4, PART XI, LINE 2D	INVESTMENT FEES NETTED WITH INCOME -11,654
SCHEDULE D, PAGE 4, PART XI, LINE 4B	RENTAL EXPENSES REPORTED AS A REDUCTION OF REVENUE -42,203 DIRECT FUNDRAISING EXPENSES -17,691 THRIFT STORE COST OF GOODS SOLD -18,143,995
SCHEDULE D, PAGE 4, PART XII, LINE 2D	RENTAL EXPENSES REPORTED AS A REDUCTION OF REVENUE 42,203 FUNDRAISING DIRECT EXPENSES 17,691 THRIFT STORE COST OF GOODS SOLD 18,143,995
SCHEDULE D, PAGE 4, PART XII, LINE 4B	INVESTMENT FEES NETTED WITH INCOME 11,654

Schedule D (Form 990) 2022

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52-0660403

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.

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.

Revenue		(a)Event #1 <u>ANNUAL DINNER</u> (event type)	(b) Event #2 (event type)	(c)Other events (total number)	(d) Total events (add col. (a) through col. (c))
	1 Gross receipts	29,684			29,684
	2 Less: Contributions	29,684			29,684
	3 Gross income (line 1 minus line 2)				
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs				
	7 Food and beverages	2,580			2,580
	8 Entertainment				
	9 Other direct expenses	15,111			15,111
	10 Direct expense summary. Add lines 4 through 9 in column (d) ▶				17,691
11 Net income summary. Subtract line 10 from line 3, column (d) ▶				-17,691	

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.

Revenue		(a) Bingo	(b) Pull tabs/Instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col.(c))
	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes _____ % ☐ No	☐ Yes _____ % ☐ No	☐ Yes _____ % ☐ 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: _____

Schedule G (Form 990) 2023

Page 3

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 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.

Return Reference

Explanation

Schedule G (Form 990) 2023

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Schedule I
(Form 990)

Department of the Treasury
Internal Revenue Service

Name of the organization
HAGERSTOWN GOODWILL INDUSTRIES INC

Grants and Other Assistance to Organizations, Governments and Individuals in the United States

Complete if the organization answered "Yes," on Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990.
▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2023

Open to Public Inspection

Employer identification number
52-0660403

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☒ **Yes** ☐ **No**

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

(a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1)							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

3 Enter total number of other organizations listed in the line 1 table ▶

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Schedule I (Form 990) 2023

Page 2

Schedule I (Form 990) 2023

Page 2

Part III Grants and Other Assistance to Domestic Individuals. Complete if the organization answered "Yes" on Form 990, Part IV, line 22.
Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
(1) FOOD SERVICES	4413	2,183			
(2) HOUSING	369	405,788			
(3) MEDICAL	368	504			
(4) HMPG	25	52,000			
(5) TRANSPORTATION	150	24,147			
(6) CLIENT SUPPLIES	133	6,636			
(6)					
(7)					

Part IV Supplemental Information. Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

Return Reference	Explanation
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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.

Return Reference	Explanation
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SCHEDULE M
(Form 990)

Noncash Contributions

OMB No. 1545-0047

2023

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▶ 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 the latest information.

Department of the Treasury
Internal Revenue Service

Name of the organization
HAGERSTOWN GOODWILL INDUSTRIES INC

Employer identification number
52-0660403

Part ITypes 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				
6 Cars and other vehicles	X	16	24,103	SALVAGE VALUE
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	X	1	5,000	COST
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other ▶ (<u>EQUIPMENT</u>)	X	2	16,500	COST
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	

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?

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?

32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash
contributions?

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		No
31		No
32a		No

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Schedule M (Form 990) (2023)

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SCHEDULE O (Form 990) 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 2023 Open to Public Inspection
Name of the organization HAGERSTOWN GOODWILL INDUSTRIES INC				Employer identification number 52-0660403	
Return Reference	Explanation				
FORM 990, PAGE 1, ITEM C	HORIZON GOODWILL INDUSTRIES				
FORM 990 - ORGANIZATION'S MISSION	HORIZON GOODWILL INDUSTRIES HELPS INDIVIDUALS REALIZE AND ACHIEVE THEIR FULLEST POTENTIAL THROUGH THE DIGNITY AND POWER OF WORK. WITH OPERATIONS, PROGRAMS, AND SERVICES IN 17 COUNTIES ACROSS MARYLAND, PENNSYLVANIA, VIRGINIA, WEST VIRGINIA, WE FOCUS ON HUMAN DEVELOPMENT THAT EXPANDS THE RICHNESS OF HUMAN LIFE AND THAT IS CENTERED ON PEOPLE, THEIR OPPORTUNITIES AND CHOICES. IN THE LAST YEAR, MORE THAN 4,000 INDIVIDUALS BENEFITED FROM HORIZON GOODWILL'S MISSION OF "REMOVING BARRIERS AND CREATING OPPORTUNITIES", IMPROVING THEIR JOB SKILLS, EMPLOYABILITY, EDUCATION AND ECONOMIC SELF-SUFFICIENCY.				
FORM 990	RECONCILIATION OF FORM 4562 DEPRECIATION EXPENSE: DEPRECIATION EXPENSE INCLUDED AS DIRECT EXPENSES ON PART VIII: RENTAL EXPENSES LINE 6(B) - 8,686 COST OF GOODS SOLD LINE 10(B) - 669,501 DEPRECIATION EXPENSES REPORTED AS A FUNCTIONAL EXPENSE ON PART IX: LINE 22 - 242,787 TOTAL DEPRECIATION EXPENSE REPORTED ON FORM 4562 - 920,974				
FORM 990, PAGE 2, PART III, LINE 4A	BUSINESS SERVICES - FROM PACKAGING, ASSEMBLY, AND FULFILLMENT TO CUSTODIAL, FACILITIES MANAGEMENT AND MAILROOM SERVICES, HORIZON GOODWILL INDUSTRIES' BUSINESS SERVICES OPERATION IS ANOTHER OF OUR SOCIAL ENTERPRISES, OPERATING AS A BUSINESS AND VENDOR TO OVER 50 FEDERAL, STATE AND COMMERCIAL ENTITIES ACROSS OUR 4 STATE REGION. WITH THE MISSION OF "REMOVING BARRIERS, CREATING OPPORTUNITIES", HORIZON GOODWILL INDUSTRIES' BUSINESS SERVICES OPERATION FOCUSES ON PUTTING PEOPLE TO WORK PROVIDING HANDS-ON PAID TRAINING TO INDIVIDUALS WITH DISABILITIES AND BARRIERS, GOODWILL'S BUSINESS SERVICES CREATES OPPORTUNITIES FOR PEOPLE TO LEARN AND GROW WHILE ON THE JOB AND HELPS THOSE NOT READY FOR COMPETITIVE EMPLOYMENT BUILD NECESSARY TECHNICAL AND SOFT SKILLS TO GET AND KEEP A JOB IN THE COMMUNITY. IN 2023, WAGES PAID TO INDIVIDUALS WITH DISABILITIES AND BARRIERS TOTALED 2.9 MILLION. BY TRAINING WITH GOODWILL, PEOPLE GAIN SECTOR SPECIFIC WORK EXPERIENCE, TECHNICAL TRAINING, JOB AND INCOME STABILITY, AND THE SOFT SKILLS NECESSARY TO BECOME MORE SELF-SUFFICIENT IN EMPLOYMENT WITH BUSINESSES IN OUR COMMUNITIES AFTER THEY GRADUATE.				
FORM 990, PAGE 2, PART III, LINE 4B	MISSION SERVICES - ACROSS 17 COUNTIES IN MARYLAND, PENNSYLVANIA, VIRGINIA AND WEST VIRGINIA, HORIZON GOODWILL INDUSTRIES IS DEDICATED TO PUTTING PEOPLE TO WORK AND OFFERS FREE JOB TRAINING AND JOB SEEKING SERVICES TO INDIVIDUALS IN OUR COMMUNITIES WHO WANT TO WORK BUT STRUGGLE TO FIND IT OUR MISSION SERVICES DIVISION PROVIDES INDIVIDUALIZED CASE MANAGEMENT, PAID WORK EXPERIENCES, JOB OR CAREER DEVELOPMENT, AND CONNECTIONS TO SERVICES THAT ADDRESS CRITICAL NEEDS AS FOOD, HOUSING, AND MENTAL HEALTH. GOODWILL'S EMPLOYMENT PROGRAMS, EDUCATIONAL PARTNERSHIPS AND RELATED SUPPORT SERVICES INCREASE AN INDIVIDUAL'S CONFIDENCE, THEIR ABILITY TO NAVIGATE CHANGE AND THEIR OVERALL EMPLOYABILITY. OUR CUSTOMIZED PROGRAMS AND SERVICES ARE DESIGNED TO HELP INDIVIDUALS WITH BARRIERS TO EMPLOYMENT RE-ESTABLISH A WORK AND EARNINGS HISTORY, DEVELOP JOB AND LIFE SKILLS, AND ENHANCE THEIR FINANCIAL, SOCIAL AND EDUCATIONAL CIRCUMSTANCES. HORIZON GOODWILL SERVES INDIVIDUALS WITH BARRIERS TO EMPLOYMENT SUCH AS LACK OF TRANSPORTATION OR CHILD CARE, LACK OF CIVILIAN WORK EXPERIENCE FOR VETERANS, CHEMICAL DEPENDENCY, CRIMINAL BACKGROUND, AND EMOTIONAL, COGNITIVE AND/OR PHYSICAL DISABILITIES. IN 2023, HORIZON GOODWILL PLACED 363 INDIVIDUALS IN JOBS ACROSS 4 STATES WITH AN AVERAGE STARTING WAGE OF 15.89 PER HOUR, WORKING AN AVERAGE OF 33 HOURS PER WEEK. HORIZON GOODWILL ALSO HELPED PLACE 117 INDIVIDUALS INTO PERMANENT HOUSING ACROSS THE 4 STATE TERRITORY.				
FORM 990, PAGE 6, PART VI, LINE 11B	ONCE THE ORGANIZATION RECEIVES THE COMPLETED 990, THE DIRECTOR OF ACCOUNTING AND FINANCE REVIEWS THE FINANCIAL PORTION OF THE 990. THE FORM 990 IS THEN FORWARDED TO THE FINANCE COMMITTEE WHO REVIEWS ALL ASPECTS AND APPROVES. THE ENTIRE GOVERNING BOARD RECEIVES A COPY BEFORE MAILING, AND REVIEWS THE DOCUMENT AT ITS NEXT MEETING.				
FORM 990, PAGE 6, PART VI, LINE 12C	EACH BOARD MEMBER COMPLETES THE STATEMENT ANNUALLY. ANY STATEMENT MADE REGARDING A CONFLICT IS THEN REVIEWED AND CONSIDERED INDIVIDUALLY BY THE EXECUTIVE DIRECTOR AND BOARD CHAIR, AND ALL ATTEMPTS ARE MADE TO AVOID ANY POSSIBLE CONFLICTS OF INTEREST IN THE MEETINGS AND CONDUCTING OF BUSINESS RELATIONSHIPS.				
FORM 990, PAGE 6, PART VI, LINE 15A	THE EXECUTIVE REVIEW COMMITTEE SOLICITS INFORMATION REGARDING COMPARABLE SALARIES AMONG GOODWILL EXECUTIVES, AND ALSO COMPARES EXECUTIVE SALARIES OF COMMUNITY AGENCIES OF COMPARABLE SIZE, IN THE PROCESS OF SETTING ANNUAL SALARY FOR THE EXECUTIVE DIRECTOR. THE COMMITTEE WORKS TO REWARD THE DIRECTOR ON MERIT BASIS; NO COLA IS CONSIDERED.				
FORM 990, PAGE 6, PART VI	DIVISION DIRECTORS ARE SUPERVISED BY THE EXECUTIVE DIRECTOR/CEO AND ARE GIVEN MERIT INCREASES WHEN WARRANTED. THE EXECUTIVE DIRECTOR CONSIDERS COMPARABLE GOODWILL SALARIES BASED ON SIZE OF THE AGENCY AND LEVEL OF RESPONSIBILITY OF EACH STAFF MEMBER IN THOSE DIRECTOR LEVEL POSITIONS				

PART VI, LINE 15B	AGENCY AND LEVEL OF RESPONSIBILITY OF EACH STAFF MEMBER IN THOSE DIRECTOR LEVEL POSITIONS.
FORM 990, PAGE 6, PART VI, LINE 19	THE ORGANIZATION WILL PROVIDE COPIES OF ITS GOVERNING DOCUMENTS, AND CONFLICT OF INTEREST POLICY TO INDIVIDUALS WHO REQUEST THEM. AUDITED FINANCIAL STATEMENTS ARE ALSO MADE AVAILABLE ON THE ORGANIZATION'S WEBSITE.
FORM 990, PART XI, LINE 9	INVESTMENT FEES NETTED WITH INCOME -11,654 RENTAL EXPENSES REPORTED AS A REDUCTION OF REVENUE 42,203 DIRECT FUNDRAISING EXPENSES 17,691 THRIFT STORE COST OF GOODS SOLD 18,143,995 RENTAL EXPENSES REPORTED AS A REDUCTION OF REVENUE -42,203 FUNDRAISING DIRECT EXPENSES -17,691 THRIFT STORE COST OF GOODS SOLD -18,143,995 INVESTMENT FEES NETTED WITH INCOME 11,654

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Schedule O (Form 990) 2023

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SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Name of the organization
HAGERSTOWN GOODWILL INDUSTRIES INC

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

2023

Open to Public Inspection

Name of the organization
HAGERSTOWN GOODWILL INDUSTRIES INC

Employer identification number
52-0660403

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
(1)HGI STORES AND SERVICES INC 14515 PENNSYLVANIA AVENUE HAGERSTOWN, MD 21742 81-3351778	SUPPORT	MD	501C3	12B	N/A	Yes	

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

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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	(d) Direct controlling entity	(e) Type of entity (C corp, S	(f) Share of total income	(g) Share of end-of-year	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?
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