

GOODWILL
INDUSTRIES
OF
HAMPTON
ROADS, INC



Southside:

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900 Tidewater Drive
Norfolk, VA 23504
757/627-7733
Fax 757/625-5770

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Career Resource Center
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Norfolk, VA 23504
757/627-7733
Fax 757/622-4660

Peninsula:

Main Store
120 Newmarket Drive
Hampton, VA 23605
757/380-8504
Fax 757/380-8512

Career Resource Center
114 Newmarket Drive
Hampton, VA 23605
757/380-8504
Fax 757/380-8512

**OUR BUSINESS
WORKS, SO
PEOPLE CAN.**

To Whom It May Concern:

I am pleased to recommend Feagans and Associates to any Goodwill organization that is seeking to protect the safety of its employees and to lower insurance cost by slashing both workers comp injuries and vehicular accidents.

During the year, the Feagans and Associates risk management program has reduced both the severity and frequency of workers comp injuries at Goodwill Industries of Hampton Roads, Inc. In the first year of our intense safety-training program, which is conducted at each Goodwill Industries of Hampton Roads location, we have reduced the number of injured employees by more than 75%. We have reduced vehicle accidents by 100%.

Given the huge opportunity for employee injury in our industry, I, frankly, find it astonishing that we have had this type of success in just the first year.

The Feagans and Associates risk management program is extensive. What I have learned is that reducing workers comp injuries and vehicle accidents demands great detail. Detailed plans are needed and perhaps, more importantly, Detailed follow through is needed. The Feagans and Associates plan has done a terrific job on both counts.

I strongly recommend the Feagans and Associates safety plan to any Goodwill agency that is committed to protecting the safety of its employees and reducing its insurance losses.

Sincerely,

John K. Morgan III
President and CEO
Goodwill Industries of Hampton Roads, Inc.

