



Evansville Goodwill
Industries, Inc.

2007
Annual
Report



Community Partner

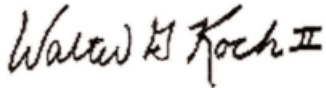


Leadership Message

Evansville Goodwill Industries, Inc. is blessed with many generous contributors and benefactors who helped us complete another successful and fruitful year. In 2007, we worked with 685 people in their efforts to find and keep jobs. Safe shelter, employment assistance, counseling and free daycare were provided to 24 families made up of 26 adults and 54 children at the Goodwill Family Center. In March, our vocational services department was awarded with a maximum 3-year accreditation designation by CARF, a national accreditation body. This accreditation confirmed what we already knew: our programs are exceptional!

Our mission services area expanded in early February as we began providing vocational services to the Madisonville, Kentucky area. During the summer, we purchased property in Princeton, Indiana with the goal of erecting a new facility that will not only replace our current Princeton store, but also house office space as we bring our employment services program to the Gibson County community. We greeted old and new friends in late August as we opened our new store location in Tell City, Indiana. An enhanced shopping experience awaits our customers at the new store which features a larger sales floor with plenty of room for more items, more space to process donated items, and a loading dock.

All in all, it was quite a successful year and we are very proud of our accomplishments. Everyone associated with Evansville Goodwill Industries, Inc. works hard to bring the best service to our customers, contributors, donors, clients and residents. As always, we are gratified and encouraged by the dedication and generous support of the community for all our efforts. For that, we'd like to thank each of you for your continuing support and inspiration.



Walter G. Koch II
President/CEO
Evansville Goodwill Industries, Inc.



Randy Wheeler
Chairman
Evansville Goodwill Industries, Inc. Board of Directors

Reaching Our Mission

Our nominee for the 2007 Goodwill Industries International, Inc. Graduate of the Year Award was Frank Murphy. Frank worked as a CDL Driver most of his life, but after surgery to repair an atrial septal defect (ASD) in his heart, he was unable to pass his DOT physical and was considered uninsurable due to health issues. Compounding his dilemma, Frank not only copes with Type II Diabetes, but his doctors require that he be able to sit for 15 minutes out of every hour on the job. Needless to say, finding alternative employment was extremely difficult for Frank due to his physical limitations. When he came to Goodwill, Frank was in poor health and spirits and very much in need of assistance in locating employment that he could physically perform. Donna Howard, Director of Owensboro Goodwill Placement Services, helped Frank develop a resume and cover letter for job applications and provided reference letters and job leads. Within two months, Frank became employed as a Door Greeter/Customer Service Representative at the Owensboro Wal-Mart. He is well liked and is great with customers. According to Aretha, a Human Relations Representative with Wal-Mart, "Frank is a friendly and outgoing person who fits perfectly with his position as a Greeter. Frank is the first and last person Wal-Mart shoppers see and he perfectly reflects what Wal-Mart is all about." Frank continues employment with Wal-Mart to this day and remains an exemplary employee.

By the Numbers

Operations, Contracts and Retail

| | <u>2007</u> | <u>2006</u> |
|----------------------------------------------|-------------|-------------|
| Number of Donations | 252,687 | 221,756 |
| Number of Items Sold on www.shopgoodwill.com | 12,071 | 13,972 |
| Number of Contract Jobs | 100 | 100 |
| Annual Store Sales | \$5,575,942 | 5,175,209 |

Human Services

| | <u>2007</u> | <u>2006</u> |
|-------------------------------------------------------------------------------------------------------|-------------|-------------|
| Number of Vocational Services Clients with Disabilities | 380 | 385 |
| Number of Vocational Services Clients with Disadvantaging Conditions | 305 | 427 |
| Total Number of Vocational Services Clients Served | 685 | 812 |
| Number of Vocational Services Competitive Employment Placements | 235 | 339 |
| Average Hourly Wage for Vocational Services Clients Placed in Competitive Employment Outside Goodwill | \$7.23 | \$6.81 |
| Number of Families Served at the Goodwill Family Center | 24 | 21 |
| Number of Children in Families at the Goodwill Family Center | 54 | 42 |
| Percent Successful Exiting Families from the Goodwill Family Center | 68% | 79% |

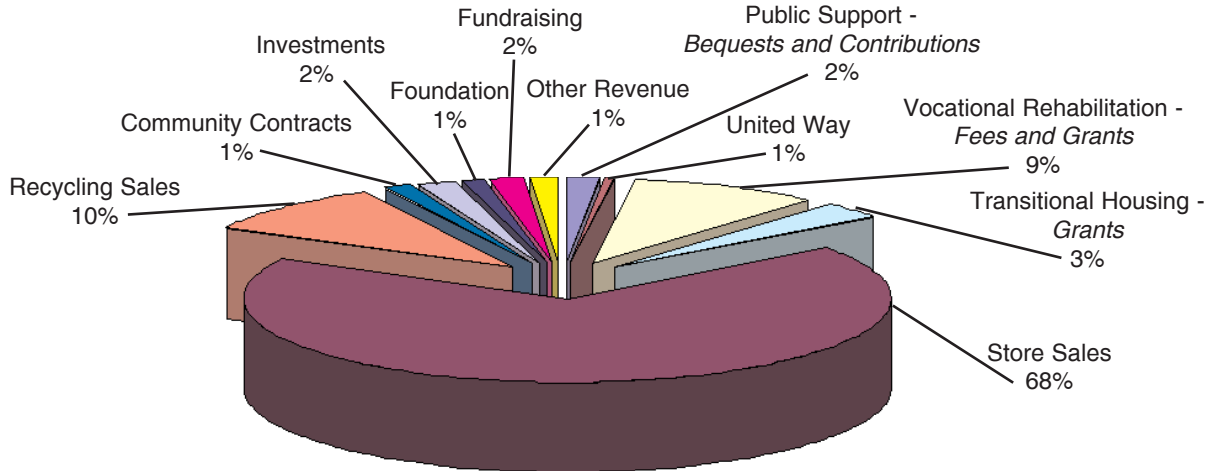
Consolidated Statements of Activities

Year Ended December 31, 2007

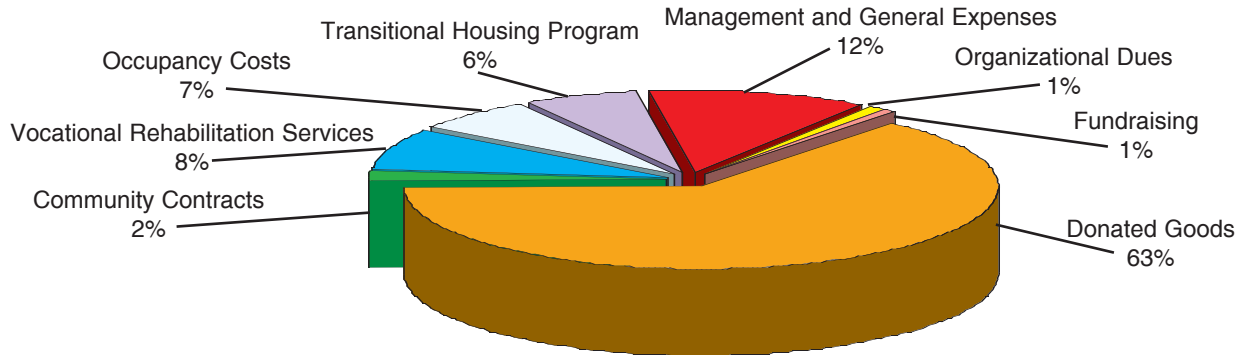
| | <u>Unrestricted</u> <u>2007</u> | | <u>Unrestricted</u> <u>2007</u> |
|----------------------------------------------------|------------------------------------|--------------------------------------|------------------------------------|
| Revenues | | Expenses | |
| Public Support - <i>Bequests and Contributions</i> | \$ 126,794 | Program Services | |
| United Way | 57,180 | Donated Goods | \$ 4,620,801 |
| Vocational Rehabilitation - <i>Fees and Grants</i> | 763,902 | Community Contracts | 136,782 |
| Transitional Housing - <i>Grants</i> | 247,360 | Vocational Rehabilitation Services | 578,722 |
| Store Sales | 5,575,942 | Occupancy Costs | 487,014 |
| Recycling Sales | 799,731 | Transitional Housing Program | 440,612 |
| Community Contracts | 105,922 | Total program services | 6,263,931 |
| Investments | 173,334 | Management and General | 864,261 |
| Foundation | 77,314 | Organizational Dues | 72,578 |
| Fundraising | 147,246 | Fundraising | 55,754 |
| Other | 107,960 | Total expenses | 7,256,524 |
| | | | |
| Total revenue | <u>8,182,685</u> | Change in Net Assets | 926,161 |
| | | Net Assets, Beginning of Year | <u>9,758,302</u> |
| | | | |
| | | Net Assets, End of Year | <u>\$ 10,684,463</u> |

The accounts of both Evansville Goodwill Industries, Inc. and the Evansville Goodwill Industries Foundation, Inc. are included in all financial statements.

2007 Revenue



2007 Expenses



Consolidated Statements of Financial Position

December 31, 2007 and 2006

| Assets | 2007 | 2006 |
|--------------------------------------------------------------------------|----------------------|----------------------|
| Cash and cash equivalents | \$ 791,398 | \$ 920,096 |
| Accounts receivable | 87,791 | 106,820 |
| Inventory | 630,620 | 477,658 |
| Grant reimbursements receivable | 43,408 | 46,894 |
| Bequests receivable | 100,000 | - |
| Investments | 3,642,640 | 3,240,138 |
| Property and equipment, net of accumulated depreciation and amortization | 8,360,377 | 7,894,836 |
| Other | <u>92,628</u> | <u>89,930</u> |
| Total assets | <u>\$ 13,748,862</u> | <u>\$ 12,776,372</u> |
| Liabilities and Net Assets | | |
| Liabilities | | |
| Accounts payable | \$ 130,018 | \$ 154,960 |
| Accrued payroll and payroll taxes | 273,115 | 271,840 |
| Interest rate swap agreements | 63,711 | 11,904 |
| Deferred compensations | 476,481 | 385,386 |
| Long-term debt | <u>2,121,074</u> | <u>2,193,980</u> |
| Total liabilities | 3,064,399 | 3,018,070 |
| Unrestricted Net Assets | <u>10,684,463</u> | <u>9,758,302</u> |
| Total liabilities and net assets | <u>\$ 13,748,862</u> | <u>\$ 12,776,372</u> |

Evansville Goodwill Industries, Inc. Board of Directors

Randy Wheeler, *Chairman*

Betty Hermann, *Chairman-Elect*

Jack Chaddock, *Vice-Chairman*

C. Michael Ballard, *Secretary*

Don R. Williams, *Treasurer*

Edgar D. Ancona

Moretta Bosley

Charles H. Braun, Jr.

Dr. Jerry Brocksmitth

Everett E. Dillon

William Drebus

Bettie G. Engelbrecht

Danny E. Glass

Carol Higgs

Kurt Koenig

Cheryl Kuchna

Pete Lambert

Richard Lutz

Pete Sabella

Misty Seaton

Daniel E. Temme

Gene Warren, Jr.

John O. Wells

Evansville Goodwill Industries Foundation, Inc. Board of Directors

Dr. Jerry Brocksmitth, *President*

John O. Wells, *Vice-President*

Jay Picking, *Secretary/Treasurer*

Charles H. Braun, Jr.

Kurt Koenig

Ronald G. Hollander

Gene Warren, Jr.

Evansville Goodwill Industries Executive Staff

Walter G. Koch II, *President/CEO*

Paul Foronda, *Vice President of Finance*

Greg Hall, *Vice President of Northern Division*

Carlos Haskins, *Vice President of Southern Division*

Mel Knapp, *Vice President of Sales*

Connie Ralph, *Vice President of Human Services*

Kim Bassett, *Administrative Assistant*

MISSION STATEMENT

The mission of Evansville Goodwill Industries, Inc., a not-for-profit 501(c)(3) organization, is to provide quality vocational and developmental opportunities to people who are disabled and/or disadvantaged in order to enhance their ability to achieve full participation in society.

Store and Donation Center Locations

Evansville, IN

500 S. Green River Road
1820 First Avenue
2201 S. Weinbach Avenue
4660 W. Lloyd Expressway

Princeton, IN

Highway 64 East

Washington, IN

900 W. National Highway

Madisonville, KY

101 Madison Square Drive

Tell City, IN

15 E. Highway 66

Henderson, KY

1300 S. Green Street

Mt. Carmel, IL

430 W. Third Street

Jasper, IN

201 U. S. Highway 231 South

Vincennes, IN

1540 Willow Street

Owensboro, KY

2916 W. Parrish Avenue

Mt. Vernon, IL

920 S. 42nd Street



Evansville Goodwill Industries, Inc.
500 S. Green River Rd.
Evansville, IN 47715
Phone: 812-474-2222
Fax: 812-474-2233
www.evvgoodwill.org

Mobile Collection Center Locations

Bell Oaks Plaza, Newburgh
Schnuck's North, Evansville

On-Line Shopping

www.shopgoodwill.com

Evansville Goodwill Industries, Inc. has been accredited by CARF for Employment Services.

Evansville Goodwill Industries, Inc. is an equal opportunity employer and service provider and does not discriminate on the basis of race, color, national origin, disability, age, gender, religion or veteran status.