

**Wabash Valley Goodwill**  
**Endowment Fund 2020 Donors**

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Dr. Karen Goeller	Ms. Helen Sapp
Mrs. Mary Halsted	Mr. and Mrs. Gary Schomer
Mrs. Catherine Hendricks	Mr. William Tennis
Mrs. Meredith Osburn	Mrs. Sally Whitehurst

**Wabash Valley Goodwill**  
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Mr. David Friedrich	Mr. William Tennis
Mr. and Mrs. Max Gibson	Mrs. Sally Whitehurst
Dr. Janet Harmening	
Mr. and Mrs. Jeanne & Leon Harrington	

*Thank you!*

**Wabash Valley Goodwill Tennis Family**  
**Dictionary Fund 2020 Donor**

Mr. William Tennis

Wabash Valley Goodwill  
2702 South 3rd Street  
P.O. Box 2720  
Terre Haute, Indiana  
47802

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**2020 Board of Directors**

Troy Helman—Chairman	Mary Halsted
Lisa Pepperworth—Vice Chair	Rene Hankins
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Bill Tennis—President/CEO	Barry Powell
Bill Aubin	Dr. William Shriner
David Friedrich	Sally Whitehurst
Dr. Karen Goeller	Josh Zuerner



Troy Helman, Chairman

*Troy Helman*




Bill Tennis, President/CEO

*William Tennis*

We cannot express our gratitude enough to the hard-working members of the board, our employees, and volunteers. Without their efforts and the combined support of our customers and donors, Wabash Valley Goodwill's mission would not have been possible for ninety-three years.

**Help ensure our future of providing employment by leaving a gift to the Wabash Valley Goodwill Industries Endowment. Your gifts and bequests grants wishes.**  
**Consider a lasting gift to the Goodwill Endowment Fund**  
c/o Wabash Valley Community Foundation  
200 South 8th Street  
Terre Haute, IN 47807

  
Wabash Valley Goodwill Industries, Inc.  
2702 South 3rd Street  
P. O. Box 2720  
Terre Haute, IN 47802-0720



**2020**  
**ANNUAL REPORT**



*Serving the Wabash Valley since 1927*



### Senior Leadership Team

(left to right)

- Lisa Walker, HR/Safety/Workforce Development Director
- Cathy Crispin, Executive Assistant
- Ashley Stanisz, Retail Operations Director
- Dan Davis, Operations Director
- Meredith Osburn, Chief Operating Officer
- Bill Tennis, President/CEO

**Wabash Valley Goodwill Retail Stores and Donation Center Sites:** Revenue from store sales fund mission programs and employ people. While customer count went down in 2020 due to COVID-19, overall transaction value increased by 19.8%.

Retail Store Locations	2020 Customer Counts
Brazil, IN	25,349
Charleston, IL	25,970
Greencastle, IN	34,172
Linton, IN	22,441
Mattoon, IL	26,526
Paris, IL	15,797
ShopGoodwill	18,385
Sullivan, IN	23,092
Wabash Ave Store, Terre Haute, IN	33,006
Main Store, Terre Haute, IN	91,807
600 S. 3rd Street, Terre Haute, IN	33,135
<b>TOTAL</b>	<b>349,680</b>

2020 Financial Information	
<b>Unrestricted Revenues, Gains and Other Support</b>	
Store Sales	\$4,713,281
Public Support - Direct Contributions	\$15,202
Contributions - Donated Goods	\$2,840,833
Grant Revenue	\$661,200
Change in Beneficial interest in Assets held at Community Foundation	-\$2,356
Salvage and Recycling	\$270,817
Contract Work	\$9,343
Investment Return	\$490,497
Interest Income	\$5,979
<b>Total Unrestricted Revenues, Gains and Other Support</b>	<b>\$9,004,796</b>
<b>Expenses</b>	
Program Services	\$7,380,010
Management and General	\$547,042
Payments to National Organizations	\$60,390
<b>Total Expenses</b>	<b>\$7,987,442</b>
Audited by Kemper CPA Group LLP	



**Over 18,000 customers purchased merchandise from our online auction site: [shopgoodwill.com/terrehaute](http://shopgoodwill.com/terrehaute)**

**Our ShopGoodwill.com store had a 69.07% revenue increase in 2020.**

Accredited Member Goodwill Industries International

## 2020 WABASH VALLEY

**Putting People to Work**  
178 employees as of 12/31/2020  
\$ 3,312,460 of wages and related expenses paid in 2020

**Community Impact**  
Provided 1,871 vouchers for individuals within the Wabash Valley, totaling \$ 44,057 worth of free merchandise to those in need.

Hosted 53 community corrections participants, serving a total of 4,347 hours  
Hosted 45 community volunteers, serving a total of 169 hours

**Free Bike Program**  
4 people received bicycles through our free program  
\*Numbers down due to COVID-19\*

**Donation Impact**  
4,229,562 pounds of clothing and other household items were donated by 105,739 donors

## GOODWILL IMPACT

**Retail Network**  
331,295 customers patronized our retail stores  
18,385 customers purchased items from our online auction site  
[shopgoodwill.com/terrehaute](http://shopgoodwill.com/terrehaute)

Loaned free medical equipment to 336 community members, total usage of 46,847 days

12 people used our self-directed career center  
80 individuals used our free computer lab

31,222 pounds of televisions were responsibly recycled with our licensed partners

**Dell Reconnect**  
Technology recycling with Goodwill®  
40,764 pounds of computers and other electronics were recycled through our partnership with Dell Reconnect

Wabash Valley Goodwill Industries mission is to help improve the quality of life for people with disabilities and other workplace disadvantages through employment and other opportunities for personal growth.

**DONATE STUFF. CREATE JOBS.**

**Community**  
THE SPIRIT OF GIVING BACK