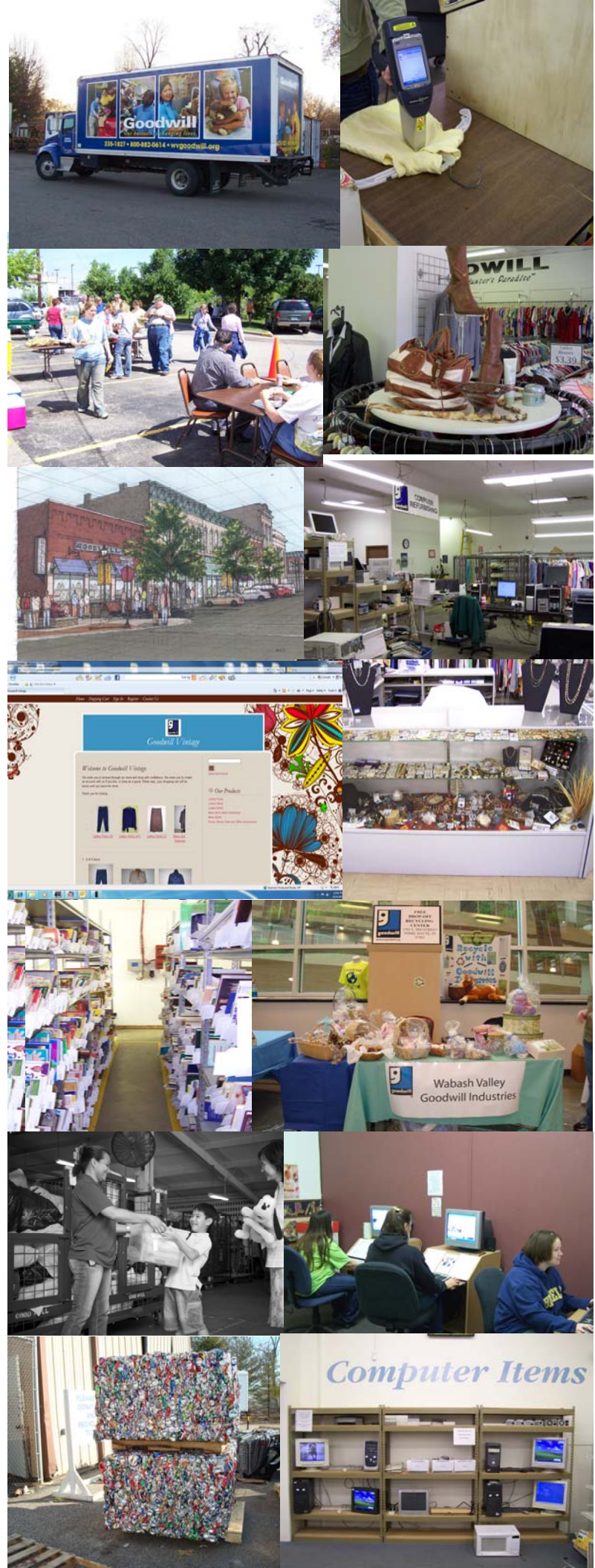


**Goodwill Industries Endowment Fund  
2010 Donors**

Dr. William Babcock	Mr. and Mrs. Barry Powell
Mr. and Mrs. Vern Fellows	Mr. and Mrs. Steve Prevo
Dr. Karen Goeller	Quincy Recycling
Mr. and Mrs. Troy Helman	Mrs. Helen Sapp
Mr. and Mrs. George Miller	Dr. William Shriner
Mrs. Lou Petrusis	Mrs. Sally Whitehurst

**Goodwill Industries General Fund  
2010 Donors**

Mr. Bill Aubin	Mr. Russ Howard
Bemis Company	Mr. and Mrs. Wayne Hutson
Benson Trust Fund	Mrs. Dorothy Jerse
Mr. Rod Bosley	Mr. Walter Kindrick
Mrs. Dorothy Cutright	Mr. and Mrs. John Lukens
Mrs. Jerry Einsteadig	Mrs. Diann McKee
Mr. and Mrs. David Friedrich	Mr. and Mrs. David Patterson
Mr. and Mrs. Don Garvin	Mrs. Lou Petrusis
Mrs. Maver Gibbs	Mrs. Helen Sapp
Mr. and Mrs. Max Gibson	Mr. and Mrs. Gary Schomer
Mrs. Mary Halsted	Sugar Creek Scrap
Mrs. Jan Harmening	Mr. and Mrs. Jerome Tennis
Mr. and Mrs. Rodney Heefner	Mrs. Sally Whitehurst
Mrs. Catherine Hendricks	



**Wabash Valley Goodwill  
Industries, Inc.**

2702 South 3rd Street  
P O Box 2720  
Terre Haute, Indiana

Phone: 812-235-1827  
Fax: 812-235-1397  
E-mail: [office@wvgoodwill.org](mailto:office@wvgoodwill.org)  
Web: [www.wvgoodwill.org](http://www.wvgoodwill.org)

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



Wabash Valley Goodwill Industries, Inc.  
2702 South 3rd Street  
Terre Haute, IN 47802  
812-235-1827

**2010 ANNUAL REPORT**

**Store/Donation Locations**

219 West National Ave. Brazil, IN 47834 812-448-1215	2702 South 3rd Street Terre Haute, IN 47802 812-235-8511
21 North Indiana Street Greencastle, IN 46135 765-653-6587	124 South Main Street Paris, IL 61944 217-465-2525
22 North Main Street Sullivan, IN 47882 812-268-5820	111 West Walnut Robinson, IL 62454 618-546-1145
e-Books: Amazon - Alibris - eBay Half.com - Abe Books	<a href="http://Shopgoodwill.com">Shopgoodwill.com</a>

**Goodwill's Mission:**  
Wabash Valley Goodwill Industries' mission is to help improve both the quality of life and employment opportunities for people in the communities we serve.



## 2010/2011 Board of Directors

Barry Powell - President	Mary Halsted
Troy Helman - Vice-President	Rene Hankins
Gary Schomer - Secretary	Jan Harmening
Don Garvin - Treasurer	Laura Hemming
Bill Tennis - Executive Director	Wayne Hutson
Bill Aubin	John Lukens
Luke Dever	Diann McKee
Tom Dever	Santhana Naidu
Jerry Einsteadig	Lisa Pepperworth
Vern Fellows	William Shriner
David Friedrich	Jeremiah Turner
Karen Goeller	Sally Whitehurst
David Grimes	Josh Zuerner

### 2010 Program Highlights

- 158 Goodwill Employees
- 169,858 Hours Worked
- \$2,255,078 Payroll, Taxes, Benefits
- Over 287,435 Goodwill Customers
- 31 Access To Recovery (ATR) Clients Served
- Over 4,120,353 Million Lbs. Of Clothing and Household Items Were Donated and Processed by Goodwill Workers
- Over 3,676,574 Million Lbs. of Material Recycled at our Drop-off Facility
- 450,827 Pounds of E-Scrap Recycled
- 103,008 Donors Supported our Work Program.
- 11 -911 Cell Phones Distributed
- 1,258 Lbs. Of Cell Phones Recycled
- 619 Merchandise Vouchers Were Distributed to Individuals in need.
- Medical Equipment Loaner Program Served 104 individuals with 3120 loan days.
- 444 People Used Our Public Computer Lab
- 6 Students With Special Needs Participated In Our Work Experience Program

## 2010 Financial Summary

Retail, Salvage and Recycling	\$3,207,031
Contract Service Fees	37,011
Investment and Interest Income	119,001
United Way	706
Gifts	6,471

### Operating Revenue \$3,370,220

Wages, Payroll Taxes, and Benefits	\$2,255,078
Rent, Utilities, Insurance & Maintenance	318,576
Depreciation	143,873
Supplies and Postage for Internet Sales	300,611
Marketing and Advertising	71,863
Professional Fees	10,321
Transportation	49,466
Local and National Dues	37,374
Other Expenses	17,037

### Operating Expense \$3,204,199



“Our Business Works, So People Can”

## A Letter to Our Friends

As we reflect on last year, we are reminded of our mission. We believe that everyone has the right to experience the self-sufficiency and dignity that comes through work. We employed 158 people during 2010. Payroll, benefits, and taxes paid on behalf of Goodwill employees exceeded 2.255 million dollars. Goodwill assisted 31 ATR clients (folks with chemical dependency issues) during the year. The continued economic downturn increased the need for services. Our public computer lab use increased greatly. 619 people were given vouchers for free merchandise in our stores. Goodwill supporters donated more than 4.120 million pounds of material. 287,435 shoppers purchased those goods spending an average of \$10.04 per transaction. Internet sales increased during the year and now comprise more than 11% of our retail sales. The revenue generated by our donated goods program provides the necessary funding for our work program.



Barry Powell



Bill Tennis

Our recycling program processed more than 3,676 million pounds of material during 2010. The new Dell/Goodwill computer recycling program called “ReConnect” kept over 275,451 lbs of e-waste out of the waste stream. Our TV recycling program handled 175,376 pounds of e-scrap. The recycling center was open 7 days a week during the year. This program keeps material out of the landfill and creates job opportunities for people with employment barriers and other special needs.

Goodwill is blessed to have the support of so many. We thank all of you - our donors, volunteers, shoppers, business partners and employees - for helping create opportunities that put people to work. We appreciate your support and we pledge to continue our commitment to fulfilling the mission of Goodwill. If you would like to learn more about Goodwill, please visit our web site at [www.wvgoodwill.org](http://www.wvgoodwill.org). Better still, call us and schedule a tour.

*Barry Powell William Tennis*

Board President

Executive Director

### 2010 Senior Leadership Team

- Bill Tennis - Executive Director
- Bob Glass - Finance Director
- Linda Hayne - Sales Director
- Rachel Sutopo - Workforce Development Director
- Meredith Osburn - Retail Operations Director

Accredited Member Goodwill Industries International

## Wabash Valley Goodwill Industries, Inc.

Serving the Wabash Valley since 1927



**Goodwill Retail Sites:** Revenues from store sales fund Goodwill work programs.

Location	Customers
Brazil, IN	39,732
eBooks	20,008
Greencastle, IN	29,979
Paris, IL	26,726
Robinson, IL	16,265
Shopgoodwill	11,255
Sullivan, IN	19,295
Terre Haute, IN	124,175



You are a main ingredient in your community's recipe for success. Help ensure the future is a sweet one by leaving a gift to Wabash Valley Goodwill Industries. Your gifts and bequests grant wishes.

Consider a lasting gift to the Goodwill Endowment Fund

c/o Wabash Valley Community Foundation  
2901 Ohio Blvd, Suite 153  
Terre Haute, IN 47803