

**Goodwill Industries Endowment Fund
2011 Donors**

| | |
|------------------------------|-----------------------------|
| Mr. Bill Aubin | Mr. and Mrs. Barry Powell |
| Bemis Company | Mr. and Mrs. Steve Prevo |
| Mr. and Mrs. Vern Fellows | Mrs. Helen Sapp |
| Mr. and Mrs. David Friedrich | Dr. William Shriner |
| Dr. Karen Goeller | Sugar Creek Scrap |
| Mr. and Mrs. Troy Helman | Mr. and Mrs. William Tennis |
| Mrs. Catherine Hendricks | Mrs. Sally Whitehurst |
| Mr. and Mrs. George Miller | Mr. Eric Wojak |

Goodwill General Fund 2011 Donors

| | |
|------------------------------|--------------------------------------|
| Mr. Marlin Crouse | Mr. Julius Loeser |
| Ms. Dorothy Cutright | Mr. and Mrs. John Lukens |
| Mr. D. W. Dodson | Mrs. Diann McKee |
| Mr. and Mrs. David Friedrich | Mrs. Grace Mueller |
| Mr. and Mrs. Don Garvin | Mr. and Mrs. Steven Murray |
| Mrs. Maver Gibbs | Mr. and Mrs. David Patterson |
| Mr. and Mrs. Max Gibson | Miss Jane Santucci |
| Mr. and Mrs. Greg Gibson | Mrs. Helen Sapp |
| Mrs. Mary Halsted | Mr. and Mrs. Gary Schomer |
| Mrs. Jan Harmening | Mr. and Mrs. Jerome Tennis |
| Mr. and Mrs. Wayne Hutson | Mr. and Mrs. William Tennis |
| Mrs. Dorothy Jerse | Mrs. Sally Whitehurst |
| Mr. Don Jordon | Saint Charles Women |
| Mr. Walter Kindrick | Wabash Valley Community Foudation |

**Goodwill Industries Tennis Family
Dictionary Fund - 2011 Donors**

Mr. and Mrs. William Tennis



**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
Web: www.wvgoodwill.org



Like us on facebook



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

2011 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 | 600 South 3rd Street Terre Haute, IN 47807 812-917-2676 |
| 22 North Main Street Sullivan, IN 47882 812-268-5820 | 124 South Main Street Paris, IL 61944 217-465-2525 |
| e-Commerce: Amazon - Alibris - eBay Half.com - Abe Books Shopgoodwill.com | 111 West Walnut Robinson, IL 62454 618-546-1145 |

Goodwill's Mission:

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



2011/2012 Board of Directors

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

2011 Program Highlights

- 175 Goodwill Employees
- 189,811 Hours Worked
- \$2,536,623 Payroll, Taxes, Benefits
- Over 325,401 Goodwill Customers
- 18 Access To Recovery (ATR) Clients Served
- Over 4,872,942 Lbs. Of Clothing and Household Items Donated and Processed by Goodwill Workers
- 4,608,646 Lbs. of Material Recycled at our Drop-off Facility
- 542,967 Pounds of E-Scrap Recycled
- 121,824 Donors Supported our Work Program.
- 12 -911 Cell Phones Distributed
- 1,500 Lbs. Of Cell Phones Recycled (est)
- Merchandise Vouchers Distributed to 823 Individuals in need.
- Medical Equipment Loaner Program Served 114 individuals with 3560 loan days.
- Free Public Computer Lab Used By 585 People
- Work Experience Program Had 11 Special Needs Participants

2011 Financial Summary

Revenue and Public Support

| | |
|--------------------------------|-------------|
| Retail, Salvage and Recycling | \$3,661,802 |
| Contract Service Fees | 41,158 |
| Investment and Interest Income | 60,925 |
| United Way Contributions | 204 |
| Individual Gifts | 10,238 |

Total Revenue **\$3,774,327**

Expenses

| | |
|--|-------------|
| Wages, Payroll Taxes, and Benefits | \$2,536,623 |
| Rent, Utilities, Insurance & Maintenance | 358,240 |
| Depreciation | 172,495 |
| Supplies and Postage | 367,867 |
| Marketing and Advertising | 68,835 |
| Professional Fees | 23,776 |
| Transportation | 52,584 |
| Local and National Dues | 37,911 |
| Other Expenses | 26,940 |

Total Expenses **\$3,645,271**

To Reinvest in Mission and Capacity Building

\$129,056



“Our Business Works, So People Can”

A Letter to Our Friends

We are proud to share this report of Goodwill's service in the Wabash Valley. We believe that everyone has the right to experience the self-sufficiency and dignity that comes through work. During 2011 175 people were employed. Payroll, benefits, and taxes paid on behalf of Goodwill workers exceeded 2.536 million dollars.



Barry Powell

The continued economic downturn increased the need for services. Use of our free public computer lab increased by 33.10% over 2010. Vouchers were given to 823 people for free merchandise in our stores, an increase of 32.95%. New job opportunities were created when our 600 South 3rd street store opened on March 14, 2011. Internet sales increased by more than 21% during the year. Our Work Experience Program served 11 students with special needs. The revenue generated by our donated goods program provides the necessary funding for our work program.



Bill Tennis

Our recycling program continued to grow. We processed more than 5.158 million pounds of material during 2011. Our e-scrap recycling program weights increased over 20%. Again during 2011 our recycling center was open 7 days a week. This program keeps material out of the landfill and creates job opportunities for people with employment barriers and other special needs.

We know if you are reading this annual report you care about Goodwill. Thank you for helping Goodwill build a better community. 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. Better still, call us and schedule a tour.

Barry Powell *William Tennis*

Board President

Executive Director

2011 Senior Leadership Team

Bill Tennis - Executive Director
 Rachel Sutopo - Workforce Development Director
 Meredith Osburn - Retail Operations Director
 Bob Glass - Finance Director (10 months *)

* It was with much sadness that we said good-bye to Bob when he passed away on October 16, 2011. Bob's dedicated service to Goodwill spanned 37 years.

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 | 39,211 |
| eBooks | 14,362 |
| Greencastle, IN | 30,742 |
| Paris, IL | 27,806 |
| Robinson, IL | 16,309 |
| Shopgoodwill | 17,742 |
| Sullivan, IN | 18,543 |
| Terre Haute, IN (2 locations) | 160,686 |



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