

**Goodwill Industries Endowment Fund
2012 Donors**

Mr. Bill Aubin	Mr. and Mrs. Barry Powell
Mr. and Mrs. Vern Fellows	Mr. and Mrs. Steve Prevo
Dr. Karen Goeller	Mrs. Helen Sapp
Mr. and Mrs. Troy Helman	Ms. Jane Santucci
Mrs. Catherine Hendricks	Mr. and Mrs. William Tennis
Mr. and Mrs. John Lukens	Mrs. Sally Whitehurst

Goodwill General Fund 2012 Donors

Bemis Company	Mrs. Diann McKee
Mrs. Lori Danielson	Mr. and Mrs. George Miller
Mr. Tom Dever	Mr. and Mrs. Gary Schomer
Mr. James Doti	Dr. and Mrs. William Shriner
Ms. Jo Einsteadig	Sugar Creek Scrap
Mr. and Mrs. David Friedrich	Mr. and Mrs. Jerome Tennis
Mr. and Mrs. Don Garvin	Mr. and Mrs. William Tennis
Mr. and Mrs. Max Gibson	Mrs. Sally Whitehurst
Mr. and Mrs. Greg Gibson	Saint Charles Methodist Women
Dr. Jan Harmening	
Mr. Russ Howard	
Mr. and Mrs. Wayne Hutson	
Mrs. Dorothy Jerse	
Mr. Walter Kindrick	

**Goodwill Industries Tennis Family
Dictionary Fund - 2012 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



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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

2012 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
1021 Indianapolis Rd. Greencastle, IN 46135 765-653-6587	600 South 3rd Street Terre Haute, IN 47807 812-917-2676
800 W. Wolfe St. Sullivan, IN 47882 812-268-5820	2645 Wabash Ave Terre Haute, IN 47803 812-917-4107
e-Commerce: Amazon - eBay Half.com	124 South Main Street Paris, IL 61944 217-465-2525
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.



2012 / 2013 Board of Directors

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

2012 Program Highlights

- 237 Goodwill Employees
- 205,313 Hours Worked
- \$2,674,211 Payroll, Taxes, Benefits
- Over 368,709 Goodwill Customers
- 12 Access To Recovery (ATR) Clients Served
- Over 4,669,812 Lbs. Of Clothing and Household Items Donated and Processed by Goodwill Workers
- 3,472,882 Lbs. of Material Recycled at our Drop-off Facility
- 625,321 Pounds of E-Scrap Recycled
- 116,745 Donors Supported our Work Program.
- 23 -911 Cell Phones Distributed
- 227 Lbs. Of Cell Phones Recycled
- \$27,115 Dollars of Merchandise Vouchers Distributed to Individuals in need.
- Medical Equipment Loaner Program Served 118 individuals with 16,531 loan days.
- Free Public Computer Lab Used By 818 People
- Work Experience Program Had 18 Special Needs Participants
- 112 Community Corrections Offenders

2012 Financial Summary

Revenue and Public Support

Retail, Salvage and Recycling	\$4,211,736
Contract Service Fees	32,751
Investment and Interest Income	124,497
United Way Contributions	0
Individual Gifts	10,346

Total Revenue **\$4,379,330**

Expenses

Wages, Payroll Taxes, and Benefits	\$2,674,211
Rent, Utilities, Insurance & Maintenance	474,065
Depreciation	183,901
Supplies and Postage	379,698
Marketing and Advertising	80,112
Professional Fees	11,778
Transportation	56,122
Local and National Dues	39,750
Other Expenses	36,408

Total Expenses **\$3,936,045**

To Reinvest in Mission and Capacity Building **\$443,285**



“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 most people who come to Goodwill are not looking for charity, but for a chance to earn their own way. During 2012 237 people were employed. Payroll, benefits, and taxes paid on behalf of Goodwill workers exceeded 2.674 million dollars. Our free public computer lab usage increased by 40% over 2011. Vouchers valued at \$27,115 were given to folks in need for free merchandise in our stores. New job opportunities were created when our 2645 Wabash Ave. store opened on February 7, 2012. Our Greencastle and Sullivan stores were relocated to better retail locations during the year. Also, over 700 sq. ft. of wares space was added to our 600 S 3rd street store. Our Work Experience Program served 18 high school students with special needs. The revenue generated by our donated goods program provides the necessary funding for our work program.



Barry Powell



Bill Tennis

We recycled more than 4.098 million pounds of material during 2012. Our e-scrap recycling program weights increased over 15%. Again during 2012 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

2012 Senior Leadership Team

- Bill Tennis - Executive Director
- Rachel Sutopo - Workforce Development Director
- Meredith Osburn - Retail Operations Director
- Jeanne Harrington - Executive Assistant
- Cathy Crispin - Executive Assistant

Accredited Member Goodwill Industries International

Wabash Valley Goodwill Industries, Inc.
Serving the Wabash Valley since 1927



Let's
Go to
Work!

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

Location	Customers
Brazil, IN	38,556
eBooks	10,345
Greencastle, IN	42,210
Paris, IL	28,342
Robinson, IL	16,825
Shopgoodwill	16,749
Sullivan, IN	22,848
Terre Haute, IN (3 locations)	192,834



You are a main ingredient in our community's recipe for success. Help ensure our future by leaving a gift to the **Wabash Valley Goodwill Industries Endowment**. 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