

Remembering our past... Eye on the future...



**Goodwill Industries Endowment Fund
2013 Donors**

Mr. Bill Aubin	Ms. Helen Sapp
Mr. and Mrs. Vern Fellows	Mr. and Mrs. William Tennis
Mr. and Mrs. Greg Gibson	Mrs. Sally Whitehurst
Mrs. Catherine Hendricks	Quincy Recycling
Mr. and Mrs. Barry Powell	

Goodwill General Fund 2013 Donors

Mr. Matt Blair	Mr. Don Jordon
Benson Trust Fund	Mr. Charles Kindrick
Bon-Ton Stores Inc.	Mrs. Mary Kate Miller
Christian Women's Group	PayPal
Mr. Tom Dever	Mrs. Lisa Pepperworth
Ms. Jo Einsteadig	Mr. and Mrs. Steve Prevo
Mr. and Mrs. David Friedrich	Ms. Jane Santucci
Mr. and Mrs. Don Garvin	Ms. Helen Sapp
Dr. Karen Goeller	Mr. and Mrs. Gary Schomer
Mrs. Mary Halsted	Sugar Creek Scrap
Dr. Jan Harmening	Mr. Jerome Tennis
Mr. Russ Howard	Mr. and Mrs. William Tennis
Mr. Dale Hutson	Mrs. Sally Whitehurst
Mr. and Mrs. Wayne Hutson	Saint Charles Methodist Women
Mrs. Dorothy Jerse	W. V. Community Foundation

**Goodwill Industries Tennis Family
Dictionary Fund - 2013 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

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

2013 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 ShopGoodwill.com	124 South Main Street Paris, IL 61944 217-465-2525
228 Broadway Ave. E Mattoon, IL 61938 217-295-1057	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.



2013 / 2014 Board of Directors

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

2013 Program Highlights

- 260 Goodwill Employees
- 221,511 Hours Worked
- \$2,936,397 Payroll, Taxes, Benefits
- Over 406,864 Goodwill Customers
- 12 Access To Recovery (ATR) Clients Served
- Over 4,793,221 Lbs. Of Clothing and Household Items Donated and Processed by Goodwill Workers
- 3,298,298 Lbs. of Material Recycled at our Drop-off Facility
- 335,532 Pounds of E-Scrap Recycled
- 119,825 Donors Supported our Work Program.
- \$27,640 Dollars of Merchandise Vouchers Distributed to Individuals in need.
- Medical Equipment Loaner Program Served 198 individuals with 43,874 loan days.
- Free Public Computer Labs Used By 943 People
- Work Experience Program Served 30 Special Needs High School Participants
- 81 Community Corrections Offenders

2013 Financial Summary

Revenue and Public Support

Retail, Salvage and Recycling	\$4,816,061
Contract Service Fees	23,710
Investment and Interest Income	161,482
Individual Gifts	13,328

Total Revenue **\$5,014,581**

Expenses

Wages, Payroll Taxes, and Benefits	\$2,936,396
Rent, Utilities, Insurance & Maintenance	628,050
Depreciation	203,144
Supplies and Postage	357,907
Marketing and Advertising	89,602
Professional Fees	32,887
Transportation	59,625
Local and National Dues	57,547
Other Expenses	28,337

Total Expenses **\$4,393,495**

To Reinvest in Mission and Capacity Building **\$621,086**



Donate stuff. Create Jobs.

Dear Friends of Goodwill,

Our Goodwill continues on a path of growth. Here are some highlights of 2013:

- We served more people, generated more revenue and paid more in wages and taxes than at anytime in our 87 year history.
- We opened a new store in Mattoon, Illinois and leased a facility to open a store in Charleston, Illinois early in 2014.
- We started the process to build a new warehouse facility on property we own on South 13th Street in Terre Haute.
- We secured sites for our new donation-collection boxes to help secure work for our donated goods program.
- We served more than 406,864 customers, a 10.34% increase.
- We moved our E-Commerce Division to our 600 S. 3rd Street location to provide room for growth and increase efficiency.
- We experienced a 10 percent increase in people using our free computer labs.
- We handled over 8.4 million pounds of clothing, household items and recyclables during the year.

While the future looks bright for our Goodwill, we'll continue to face challenges we'll need to work to overcome. With your continued help, we'll deal with those challenges and work to help even more deserving individuals overcome their barriers to employment, offering them "not charity, but a chance."

Barry Powell *William Tennis*

Board President

Executive Director

2013 Senior Leadership Team

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

Accredited Member Goodwill Industries International



Barry Powell



Bill Tennis

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	32,086
eBooks	13,335
Greencastle, IN	48,344
Mattoon, IL	29,993
Paris, IL	27,774
Robinson, IL	15,403
Shopgoodwill	12,862
Sullivan, IN	31,378
Terre Haute, IN (3 locations)	195,689



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