

Goodwill Industries of East Texas, Inc. 2009 Annual Report



Our Mission

Goodwill Industries of East Texas, Inc. is dedicated to providing skills training and vocational opportunities for people with barriers to employment.

GOODWILL INDUSTRIES CENTENNIAL CELEBRATION — 1902-2002

BELIEVE IN THE POWER OF WORK



COMMUNITY

INDEPENDENCE

DIGNITY

PUT PEOPLE TO WORK !

The President of a company was trying to determine how much 2 plus 2 equaled. He summoned his Marketing Vice-President and asked “How much is 2 plus 2?” The response was “Oh, I guess it’s somewhere between 3.9 and 4.1.” The President asked his Engineering Vice President the same question and the response was 4.000000000! Finally, still not satisfied, the President asked his Chief Financial Officer, “How much is 2 plus 2?” The CFO responded with a question of his own. “How much do you want it to be?”

When one is asked, “What is Goodwill?” One can respond in much the same way as the CFO and say, “What do you want us to be?” We can be a retailer. We can be a recycler. We can be a sub-contractor. We can be a contractor. We can be a manufacturer. We can be a school. We can be an international business. We can be a rehabilitation resource.

Through all the different activities that Goodwill performs that impact the environment in one way or another, however, runs a common thread – the individual whose life is changed and who attains a new sense of hope from the Goodwill mission. Our goal is to help people with disabilities or other disadvantaging conditions overcome barriers to employment and achieve the maximum level of independence and self-sufficiency. Everything we do either **puts people to work** or **helps people find jobs**.

Let’s “Go Green” together! Your continuing donations, partnerships and support extend the life and value of all our precious resources.



A handwritten signature in black ink that reads "David Walton".

David Walton, Executive Director

RETAILER

There are 2 stores in Tyler and 13 stores in the surrounding towns from Cedar Creek to Longview and from Mineola to Palestine. In 2009, we provided low cost, high quality items to 700,000 customers. Customers can include persons wishing to stretch their personal needs budget further; collectors, flea market resellers, furniture/antique refinishers/restorers, do-it-yourself costumers, etc.



MANUFACTURER

At our Opportunities In Tyler extended employment center we package lint free, re-useable paper towels, bake and package dog treats, and produce scented candles.



SERVICE PROVIDER

Authorized by TIBH and DARS. TIBH, who oversees state purchases from the blind and handicapped and DARS, the Department of Assistive and Rehabilitative Services are state contracting agencies.

For TIBH, we have several state set-aside contracts for litter pick-up/grounds maintenance at local office buildings, I-20 rest stops, and state parks. We also provide grounds maintenance to residential customers and local businesses.

For DARS we perform Vocational Evaluation tests. We provide Work Adjustment, Job Quest, Vocational Adjustment and Personal/Social Adjustment training. We provide Job Placement, Job Coaching and on-the-job (OJT) support. And, we offer counseling from a degreed Licensed Professional Counselor and Career Focus consultations.



SUB-CONTRACTOR

We are a sub-contractor with local manufacturing companies and provide packaging and assembly services for labor intensive, highly repetitive, simple tasks. These contracts are performed at our Opportunities In Tyler workshop where we employ over 40 individuals who are severely handicapped and couldn't work in regular competitive situations. They are qualified under section 14c of the Department of Labor compensation code to earn a special wage.



EMPLOYER

We provide jobs, on a daily basis, to between 350 and 400 people.

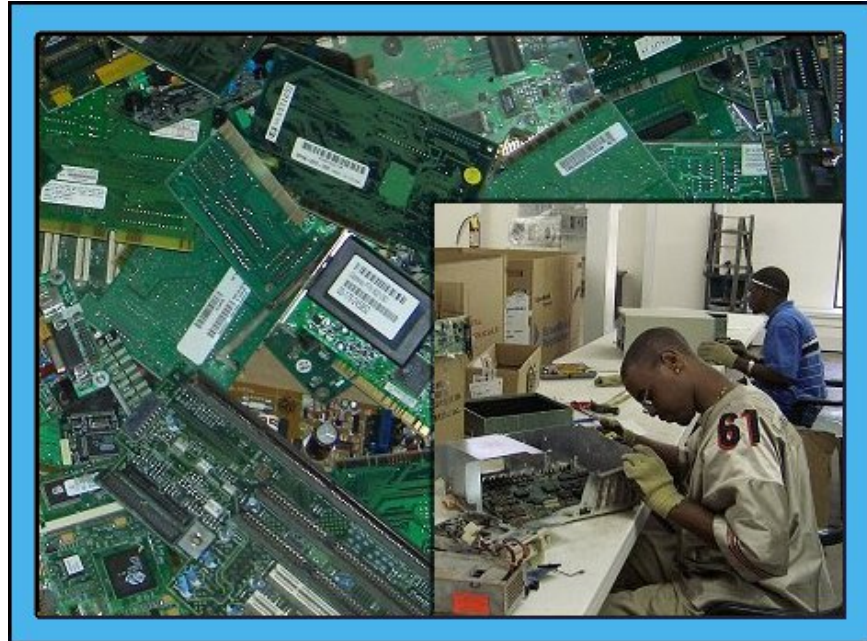
In 2009, we paid \$4,893,000 in salaries and wages that equates through a ripple effect, to an economic impact for the community of close to \$16,000,000.

At the same time that we provide jobs, we also act as a stepping stone for individuals to move on to better paying, long term, permanent employment. In 2009, we issued W-2's to over 700 people.



RECYCLER

In 2009, we diverted from the landfill over 1,700 tons of donated items to third party users. Textile items may have been shipped to third world countries for resale there or converted into other products such as oil cleaning rags in garages. TV's, vacuums, etc. may have been cannibalized for parts and resold in a used appliance store. Goodwill is part of the Dell Reconnect computer de-manufacturing process. We also diverted over 630,000 pounds of e-waste.



FINANCIAL STATEMENT

	2008	% to Total	2009	% to Total
Cash	\$94,484	2.17%	\$470,514	10.04%
Investment	796,980	18.33%	858,455	18.31%
Accounts Receivable	102,053	2.35%	82,081	1.75%
Inventory	343,494	7.90%	350,307	7.47%
Land, Buildings, Equipment	2,981,343	68.57%	2,889,145	61.63%
Other	29,743	0.68%	37,093	0.79%
Total	\$4,348,097	100.00%	\$4,687,595	100.00%
Accounts Payable	\$58,031	1.33%	\$122,121	2.61%
Taxes Payable	207,861	4.78%	214,235	4.57%
Notes Payable	365,366	8.40%	360,741	7.70%
Other	-	0.00%	1,566	0.03%
Net Assets	3,716,840	85.48%	3,988,932	85.10%
Total Liabilities & Net Assets	\$4,348,097	100.00%	\$4,687,595	100.00%
Donated Goods	\$5,148,514	78.63%	\$7,661,219	82.45%
Education & Training	155,971	2.38%	130,078	1.40%
Contracts	753,839	11.51%	923,646	9.94%
Salvage	416,653	6.36%	516,992	5.56%
Public Support & United Way	73,006	1.11%	60,077	0.65%
Total Sources	\$6,547,981	100.00%	\$9,292,012	100.00%
Wages, Payroll Taxes & Benefits	\$1,813,017	27.69%	\$2,337,758	25.16%
Disabled Wages & Benefits	2,380,120	36.35%	3,600,122	38.74%
Cost of Goods	907,962	13.87%	971,083	10.45%
Occupancy	921,646	14.08%	1,243,458	13.38%
Transportation	284,501	4.34%	278,249	2.99%
Interest	20,966	0.32%	43,913	0.47%
Professional	321,430	4.91%	501,418	5.40%
Other	2,442	0.04%	161,214	1.73%
Depreciation	167,992	2.57%	294,329	3.17%
Contribution to Capital	(272,094)	-4.16%	(139,532)	-1.50%
Total Uses	\$6,547,981	100.00%	\$9,292,012	100.00%

BOARD OF DIRECTORS

Board Officers

Board of Directors

Ben Siburt
Board President
Glenwood Church of
Christ

Darrell Forster
Board Vice President
Dairy Queen

Paul Josephson
Board Secretary
Trane

Hank Stuth, Jr.
Board Treasurer
Retired

Percy Andrus
Retired (Accounting)

Helen Brewer
Retired Teacher

Mike Edwards
KTBB

James Hawkins

Judy Holmes
Area Agency on
Aging of ET

Ed Kennedy
Retired

Ed King
Chick-fil-A

Ben Kizer
Kimberly-Clark

Larry Kraus
Prof of Ed-UTT

Thorndike Lewis
T & T Service Station

Randell Roberts
Roberts & Roberts

Gay Smith
Southside Bank

Neal Smith
Attorney

Tina Wesley
Retired Teacher

Executive Staff

David Walton
Executive Director

Mary Cowan, SPHR
Director of Mission Services

Lauren Shoemaker, CPA
Director of Finance and Administration

Gail Gray
Director of Donated Goods



goodwill industries of east texas, inc.

**Administrative Offices
and
Employment Center**

409 West Locust
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(903) 593-8438
Fax: (903) 593-8774

E-mail Address: general@tylergoodwill.com

**Industrial Contracts Campus
and
Extended Employment Center**

500 ENE Loop 323
Tyler, Texas 75706
(903) 593-2481
Fax: (903) 592-7262

E-mail Address: shannon@easttexasgoodwill.com

Mission Statement

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vocational opportunities for people with
barriers to employment.

