



We believe in the power of work.



goodwill

2007 ANNUAL REPORT

Goodwill Industries of East Texas, Inc.

Goodwill Industries-Opportunity in Tyler is dedicated to providing skills, training and vocational opportunities for people with barriers to employment.

Goodwill Industries of East Texas is affiliated with United Way of Tyler and Smith County. Goodwill serves the counties of: Anderson, Cherokee, Henderson, Rusk, Shelby, Smith, Upshur, Wood and Van Zandt.

Annual Report

- Inside front cover - Mission Statement & Areas Served
- Opening letter from Executive Director
- Workforce Development
- Personnel
- Retail
- Opportunities In Tyler
- Financial section
- Inside back cover-list of Board of Directors

After 100 years Goodwill is still true to its mission.

In 1902, the Reverend Edgar J. Helms opened the first Goodwill Industries in Morgan Memorial Chapel in Boston, Massachusetts. Since then, Goodwill Industries has grown to become one of America's biggest charitable organizations. Today, Goodwill consists of 179 agencies in the United States and Canada.

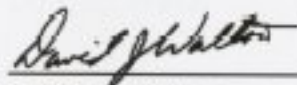
Goodwill was founded on the theory that the individuals could take care of much of their needs through work. Many poverty fighters thought that fighting the causes (bad housing, poor medical, low wages) was more important than improving the lives of the needy. This thought process eventually became the rationale for the welfare system.

Reverend Helms, however, believed that what the poor needed was a job. As a result, Goodwill offers a chance, not charity.

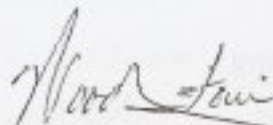
Today, Goodwill Industries of East Texas, Inc. after merging with Opportunities In Tyler in 1997, employs 225 people of whom 65% have a disability or a disadvantage condition. In 2001, we provided services to 1,407.

After 100 years, the concept of putting people to work is still strong and we continue to look for ways to grow and to help even more people in East Texas.

Your support is needed and greatly appreciated. Thank You.



David J. Walton
Executive Director



Wood Fair
President of the Board of Directors





Workforce Development

The core of our mission is providing skills training and vocational opportunities for people with barriers to employment.

Workforce development is one aspect and 2001 was a special year with a 119% increase in services provided over 2000.

Services Provided

	2000	2001
Vocational Evaluations	125	174
Work Adjustment Training	54	47
Personal/Social Adjustment Training	8	4
Clerical Computing Class	24	3
Extended Rehabilitation Service	12	16
Group Homes	5	6
Intakes	260	543
Introductory Training	-	378
Job Search Training	-	25
Job Placements	153	207
Supported Employment	2	4
Total Services provided	643	1,407

Employees-our #1 Asset

As an asset there is nothing more important to a company/agency than the employees, Goodwill is no exception. We have 25 employees, who have been here ten years or more. Their tenure when added together equals 459 years of experience. It is with this type of dedication that the following employees are setting the example for others to follow.

Wade McDonald	34 years	Cheryl Smith	17 years
Nancy Wynne	27 years	Alan Wood	17 years
Deborah Fletcher	24 years	Rupert Crowell	16 years
Mary Morrison	23 years	Willie King	16 years
Brian Joest	22 years	Lois Brooks	16 years
Sandra Vardeman	22 years	Jeanette Buster	16 years
Bobby Ncill	20 years	Shane Evaige	16 years
Bridgette Jones	19 years	Roland Day	16 years
Luther House	18 years	Sandra Doucette	14 years
Maverick Roberson	18 years	David Cochran	13 years
Shirley Anderson	18 years	Florene Mack	12 years
Douglas Porter	17 years	Sandy Choicc	10 years
		Cecil Larue	10 years

Deborah Fletcher with 24 years of service is a perfect example. She is a second generation employee, see the following story.



Deborah Fletcher is a quiet, unassuming woman. Each morning, she sits silently in the breakroom intently working on wordfinder puzzles until her shift begins. She is a production sorter in the Tyler Main Store. But ask Deborah about the past 24 years she has worked at Goodwill and she breaks into a smile, sharing her recollections about the changes she has experienced in her career at Goodwill. Her memories include when the present conference room of the administrative building was the retail store and when the site of the breakroom was the chapel. She fondly remembers attending service there every Wednesday, when each week a different local preacher would hold a service. Deborah recalls when Goodwill had a laundry facility and donations that needed a little help would be washed and ironed.

Actually, Deborah's memories go back a lot farther than her own 24 years at Goodwill because she is a second-generation Goodwill employee. Her mother, Lelia Mae, was employed by Goodwill from 1966 to 1973 and Deborah remembers visiting her mother at work from the time she was just 10 years old. You might say Deborah grew up in Goodwill.

She began working for Goodwill on August 1, 1977, as a Level II Work Adjustment Training client. Presently, she sorts donated goods and checks, folds and prices linens. Deborah's personal advancement can be noted in the years of Progress Measurement reports contained in her file. Reports from the early years characterize Deborah as shy, timid and unsure of herself. "Too self conscious" one report states. But later reports gradually document Deborah's successes in the workplace. Phrases such as "works willingly and gets along well with others", "dependable and reliable" are common. Perhaps her growth while working at Goodwill can be summed up by a supervisor's comment - "A very good worker who knows her job. We miss her when she is on vacation. She always brightens everyone's day".

Deborah is never late and although she insists she did take some sick leave many years ago no sick leave is documented. When asked what she likes about her work, she is quick to answer - "her coworkers and the work environment." The only thing she is not fond of is when donations get wet. And, once she found a snake in a jar among the clothing in a sack!

Deborah is part of a close-knit family and lives with her father and sister. Her mother passed away in 1995 and once a month the family visits the graveside together. In her off work hours, she enjoys Bible study and embroidery and collects stamps, crosses, angels and Beanie Babies. She has four cats and the oldest, Sugar, is her alarm clock every morning.

Deborah has learned a great many things at Goodwill and has developed into an important, productive team member. At the same time, we must acknowledge what spending time with Deborah can teach us - her optimism and dedication to her job is a lesson for everyone to learn.

Retail Operations

The retail store sales generate 66% of the revenue for "Goodwill Industries-Opportunities in Tyler". The year 2001 marked the start of a new era for Goodwill with the purchase of the old "Payless Cashways" property on Loop 323. The first Goodwill "Super Store" will be opened in the spring of 2002. Along with the store the opportunity to use the property for other services is also present. The building and 6 1/2 acres of land and anticipated renovations represent about a \$2.5 million investment. Prices in this area of Tyler were cost-prohibitive for expanding to a larger facility, but through the bankruptcy process Goodwill was able to acquire the property at an affordable price. Goodwill sold it's store at 2225 WSW Loop 323 and will move the "Tyler South" operation into the new "Super Store."



The days of trailer donation centers starting changing in 2001 with the addition of a new type of "Donation Station".

This new donation station is 8 ft. wide by 30 ft. long with a 4 ft. porch with a solid railing. The "Homesteader" style building gives the donation center a professional appearance and encourages donors to leave their donations on the porch, when the center is unmanned. This keeps the area around the building neat and does not offend neighbors and donors.

As we open new donation sites we will use this style of manned center when ever possible.

Opportunities in Tyler

The second aspect of our mission is "Opportunities in Tyler" (OIT). OIT is the contracting division of Goodwill Industries of East Texas. Our goal is to provide a high quality, cost effective service to local and national businesses. At the same time, we provide a wage for our employees, which helps them to achieve their highest level of personal and economic independence and overcome any barriers to employment

We have 88 employees working at OIT on a variety of contracts and products. Some of our current contracts and products are;

Services:

- Document storage through digital Imaging Process
- Package & assembly
- Grounds maintenance
- Waste rubber recycling

Products:

- Quarter fold disposable towels
- Insulated box liners



Goodwill & Goodyear Tire

Goodwill and Goodyear Tire & Rubber have formed a partnership in helping people with barriers to employment in Tyler, Texas.

Through the recycling of waste product from the production of tires Goodyear and Goodwill are providing employment for an average of 9 employees with severe barriers to employment every week.

Goodyear donates the vinyl coated waste rubber to Goodwill and depending on the number of waste rubber rolls received, Goodwill will recycle anywhere from 300lbs. to 1000 lbs. per day with 6 to 12 people removing the vinyl coating from the rolls of rubber and then rolling the rubber into large balls. Goodwill then disposes of the vinyl coating and Goodyear purchases the usable rubber to use again and make into tires. The amount that Goodyear pays for the rubber provide for the wages of the Goodwill employees and also covers some of the faculties' overhead.

This is a true win-win-win situation for all parties. Goodyear does not have a problem with EPA for disposal of the waste, Goodwill is able to provide jobs for the people with severe barriers to employment and the employccs become members of the community who pay taxes and do not need welfare.



Financial Information for the Year 2001

Cash	\$	303,458
Investment		549,522
Account Receivable		92,361
Inventory		146,260
Land, Building, Equipmnet		3,378,084
Other		64,701
TOTAL ASSETS		\$ 4,534,386
Account Payable	\$	59,479
Taxes Payable		81,646
Notes Payable		1,780,308
Other		1,115
Net Assets		2,611,838
TOTAL LIABILITIES & NET ASSETS		\$ 4,534,386
Donated Goods	\$	2,666,611
Education & Training		146,850
Contracts		877,077
Salvage		235,697
Public Support & United Way		45,000
Other		50,628
TOTAL SOURCES		\$ 4,021,863
Wages, Payroll Taxes & Benefits	\$	1,259,116
Disabled Wages & Benefits		1,133,355
Cost of Goods		316,581
Occupancy		645,318
Transportation		102,690
Interest		18,344
Professional		20,081
Other		44,106
Depreciation		217,019
Contribution to Capital		265,253
TOTAL USES		\$ 4,021,863

Goodwill Industries/Opportunities in Tyler
Board Member Roster
January 1, 2001 - December 31, 2001

NAME	BUSINESS AFFILIATION	ADDRESS & PHONE	TERM	EXP.
Clark, Ernie	Retired/City Mgmt.	3622 Rock Creek Dr., 75707	1	12/31/01
Cothern, Don	Attorney	1014 First Pl., 75701	2	12/31/02
Edwards, Mike (Secty.)	KTBB Radio Program Dir.	P.O. Box 6, 75710	2	12/31/02
Fair, Wood (Pres.)	Fair Interest	P.O. Box 1084, 75710	2	12/31/01
Guinn, Andy (VP)	Cornerstone Brokerage	4802 Kinsey Dr., 75703	2	12/31/02
Hester, Joyce	Trinity Mother Frances	2007 Jarrell Ave., 75701	2	12/31/02
Kennedy, Ed	Retired	5104 Eastgate Dr., 75703	1	12/31/01
Martin, Shelly	KLIV Channel 7	105 W. Ferguson St., 75702	3	12/31/03
Monti, Robert	Kelly-Springfield Tire Co.	P.O. Box 4670, 75712	2	12/31/02
Muller, John	Merrill Lynch	110 N. College St., 75702	2	12/31/01
Powell, Jim	Retired (Brookshires)	6913 Hollytreew Cir., 75703	2	12/31/02
Roberts, Randell C.	Roberts & Roberts Attys.	118 W. Fourth St., 75701	1	12/31/01
Sampton, Scott	Trane	4308 Heather Ln., 75703	2	12/31/01
Sanchez, Salvador	Green Acres Baptist Church	4200 Birdwell, 75703	2	12/31/02
Stuth, Hank, Jr.	R & H Auto Supply	2006 Loop 323, WSW, 75701	2	12/31/02
Waters, Betty	Tyler Courier Times-Disp.	1403 Bowie Dr., 75701	2	12/31/02
Whatley, David (Treas.)	Henry & Peters, CPA	3310 S. Broadway, Ste. 100, 75701	2	12/31/01

board members



GOODWILL INDUSTRIES

Opportunities in Tyler

409 W. Locust • Tyler, Texas 75702