



2019 ANNUAL REPORT

A LETTER FROM OUR PRESIDENT & CEO



CONNIE RALPH



Dear friends,

This past year has been an exciting time of transition for Goodwill. In March, Walt Koch, former CEO, retired and I was honored to take the helm of this amazing organization that does so much good throughout the communities we serve. The Goodwill team and I stand proudly behind the mission that directs us to change lives through the power of work.

It is the people, our employees and others we serve who have barriers to employment, who are the story behind the stores. When you read about Stuart, Wanda, and Kelly, you will understand how your donations and purchases in our Goodwill stores helped them, and many others, to achieve employment and personal goals as well as the dignity and self-respect that comes from receiving a paycheck.

Our Goodwill is proud to share accomplishments from 2019, but there is still much work to be done. We invite you to join us in ensuring that all people have the opportunity to achieve their full potential through the power of work. Every time you shop in our stores, donate gently used clothing and household items, hire our clients, and participate in our Turkey Day 5K, you change a life. We can't thank you enough!

With sincere gratitude,
Connie Ralph, President & CEO

AGENCY LEADERSHIP

BOARD OF DIRECTORS

Moretta Bosley | Chairman
Cheryl Kuchna | Chairman-Elect
Kimberly J. Acree | Vice-Chairman
Betty J. Hermann | Secretary
Don R. Williams | Treasurer

FOUNDATION BOARD OF DIRECTORS

Danny E. Glass | President
John Wells | Vice President
Jay Picking | Secretary/Treasurer

C. Michael Ballard
William Drebus
Betty J. Hermann
Gene Warren, Jr.

Edgar D. Ancona
C. Michael Ballard
Dr. Jerry Brocksmith
William Drebus
Danny E. Glass
Carrie Hanebutt
Kurt Koenig
Pete Lambert
Daniel E. Temme
Gene Warren, Jr.
John Wells
Randall D. Wheeler
Barbara Whipkey

STAFF

Connie Ralph
| President & CEO

Paul Foronda
| Vice President, Finance

Brandy Smith
| Vice President, Mission Services

Tito Guerrero
| Vice President, Retail Operations

Kim Bassett
| Administrative Assistant

LEADERSHIP

MISSION IMPACT

The mission of Evansville Goodwill Industries, Inc. (EGI), a not-for-profit 501(c)(3) organization, is to provide quality vocational and developmental opportunities to people who are disabled and/or disadvantaged in order to enhance their ability to achieve full participation in society.

LEAD

BE A LEADER IN
COMMUNITY
COLLABORATION AND
CAREER
DEVELOPMENT

GROW

ENSURE THAT ALL
EMPLOYEES AND
PROGRAM
PARTICIPANTS
ACHIEVE THEIR FULL
POTENTIAL

INNOVATE

SEEK NEW WAYS TO
ACCOMPLISH
GOODWILL'S MISSION
AND BUILD
PROGRAMS TO SERVE
THE COMMUNITY

VISION

COMMUNITY IMPACT STATISTICS

14,553,120

**POUNDS OF DONATED MATERIALS TO
RESELL, REUSE, OR RECYCLE**

896,486

SHOPPER TRANSACTIONS

363,228

PEOPLE DONATED GENTLY USED ITEMS

\$8,755,183

**EMPLOYEE WAGES, BENEFITS, AND
PAYROLL TAXES PAID**

19

**RETAIL STORES AND DONATION CENTERS
(INCLUDING MOBILE UNITS)**

PROGRAMS AND SERVICES

Evansville Goodwill works to advance our mission through job placement programs for individuals with employment barriers, disabilities, and older Americans. Our mission does not end with the clients we serve. Many of our employees have barriers to employment but found a home at Goodwill. Together, we all do our part to achieve the Goodwill mission. The personal empowerment found through Goodwill programs and employment contribute to the goal of breaking barriers to help people achieve their full potential through the **Power of Work**.



MISSION ADVANCEMENT

SUCCESS STORIES



STUART

Stuart worked with Goodwill Employment Specialist, Danielle, in 2014. He was unemployed but looking for a job. As a Vocational Rehabilitation client, Stuart had employment barriers including visual deterioration that worsened over time. Stuart was a loyal Cracker Barrel employee for 14 years. He left there to work at Walmart stocking shelves, but limitations challenged his ability to do the job. Danielle and Stuart began to explore other job opportunities. They developed Stuart's resume and interview skills. Mock interviews were completed with our Business Advisory Council. In September 2014, Stuart started a job at McAlister's Deli as a dishwasher. He made more than minimum wage and worked 24 hours per week. Danielle provided supported employment to help Stuart retain his job. Six years later he is still at McAlister's. He has expanded his skills by helping with kitchen prep. Stuart was honored as a long-term McAlister's employee. He was featured in the Evansville Courier and Press in the 12 Days of Caring editorial. Stuart is a Goodwill success and an inspiration for other Goodwill job seekers.



WANDA

Wanda was unemployed with no place to call home. She sought assistance from the Christian Resource Center (CRC), in Rockport, IN where she learned of a community partnership with Evansville Goodwill's Senior Community Service Employment Program (SCSEP). SCSEP, a federal grant through the Department of Labor, helps older Americans receive paid job training to transition into the workforce. As a SCSEP provider, Goodwill serves income eligible job seekers 55 and older. Goodwill partners with nonprofits, like CRC, to serve as host agencies and provide job training in a learning environment while earning wages. Wanda met with Goodwill Employment Specialist, Julie. She was placed at the Christian Resource Center where she received training as a sales clerk. Wanda developed fundraising, networking, and customer service skills. She picked up computer skills using the Goodwill Digital Career Accelerator program. Wanda learned about budgeting and health from classes at CRC. Wanda is achieving goals she never thought possible. With her earned training wages and the supportive services she receives from Goodwill and CRC, Wanda was able to purchase a home in January 2020. She is in the final phase of training and looking for part time employment within the sales field.



KELLY

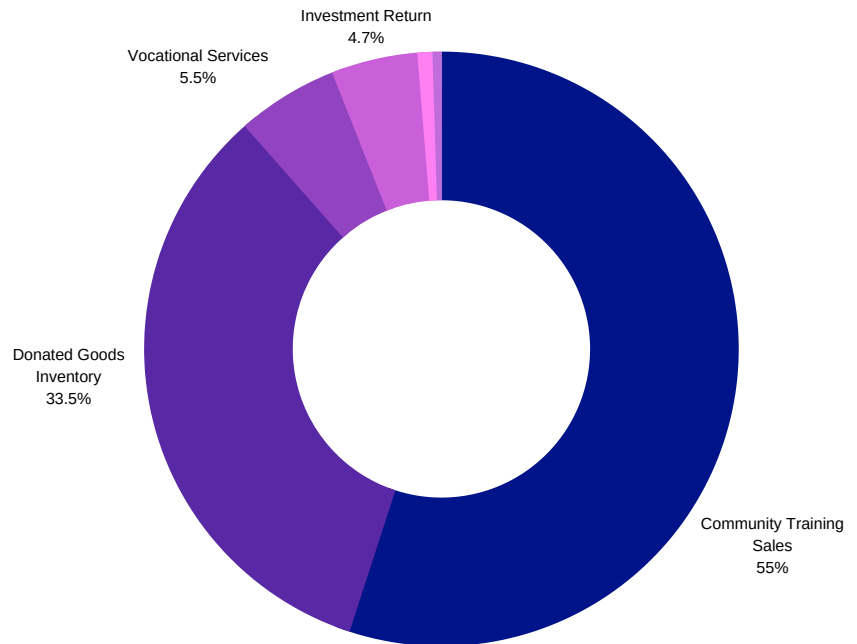
In February 2019, Kelly began working with Goodwill's job placement program in Vincennes, IN. In the past her physical health had been a barrier to employment retention. Goodwill Employment Specialist, Kara, set up two on-the-job evaluations for Kelly to work as a cashier to assess Kelly's abilities and limitations. After successfully completing the work experiences, Kelly entered the job search phase of services. Kelly was very motivated in her job search and applied to many places on her own. After applying to Chuckles convenience store she had an interview and accepted the job. Goodwill provided support services to purchase appropriate work clothes for Kelly to start her new job. Kara was also there to provide moral support and encouragement. Kelly is nearing her one year anniversary with Chuckles. This is the longest she has kept a job which has given her a boost in self-confidence and pride. She has been given the responsibility of training new employees. Kelly has always relied on her husband for transportation, but she is now working toward getting her driver's license and another step towards self-reliance and empowerment.

FINANCES

Goodwill believes in operating with financial transparency for all organization stakeholders. As a part of that dedication Evansville Goodwill Industries, Inc. facilitates an annual audit of the organization's consolidated financial statements by a third party accounting firm. These consolidated statements include financial records from both Evansville Goodwill Industries, Inc. and the Evansville Goodwill Industries Foundation, Inc. The outside auditor is responsible for conducting the audit in accordance with the *Government Auditing Standards* issued by the Comptroller General of the United States.

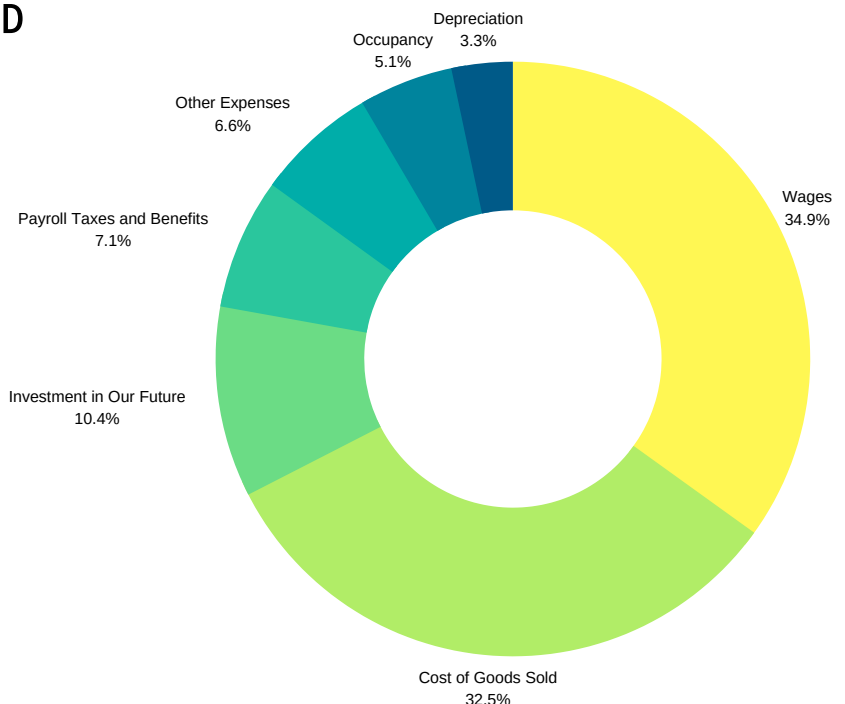
WHAT OUR COMMUNITY PROVIDED TO GOODWILL

Community Training Sales	11,448,001
Donated Goods Inventory	6,968,703
Vocational Services	1,148,753
Other Income	169,217
Fundraising (Net)	100,657
Investment Return	978,446
TOTAL	20,813,777

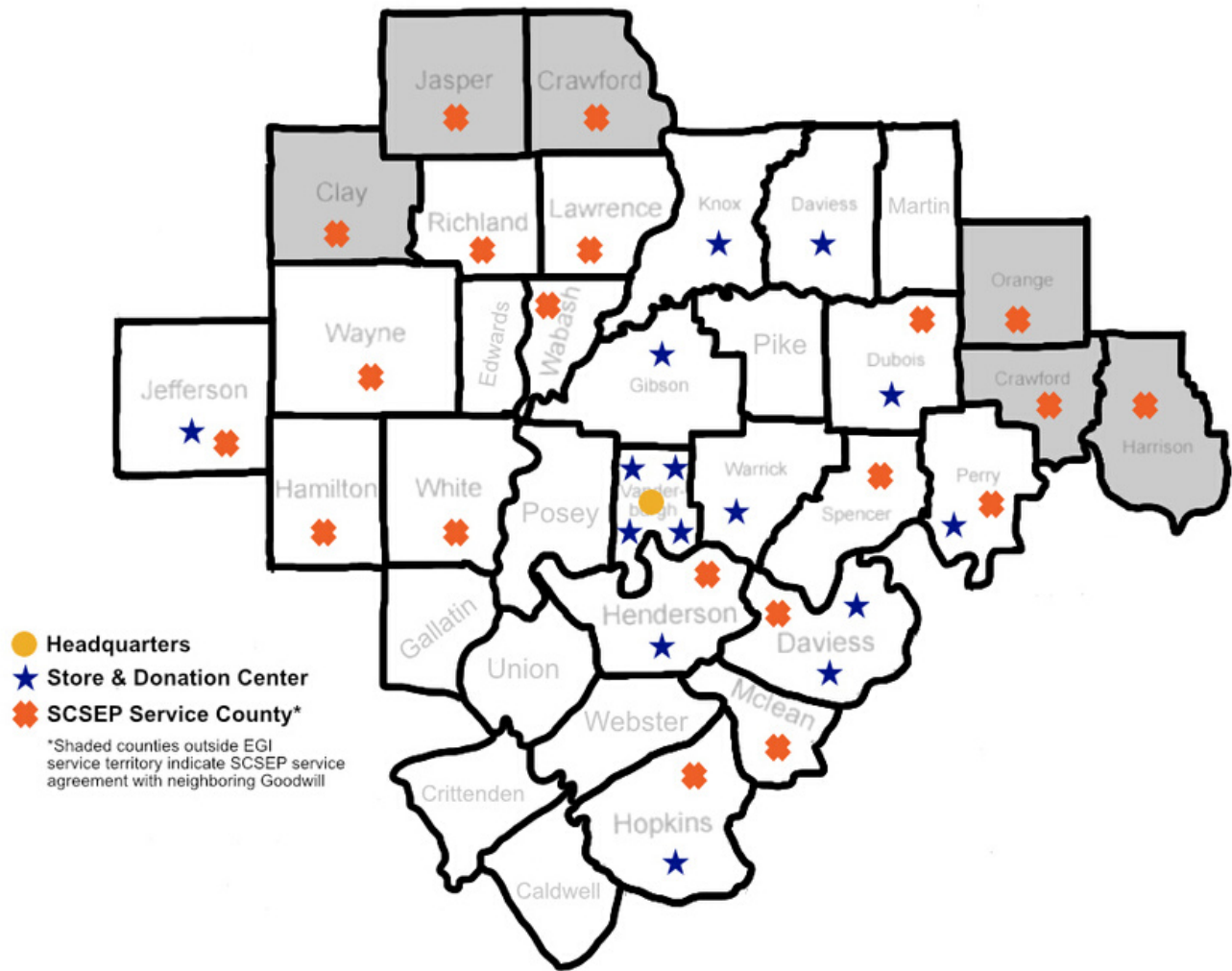


WHAT GOODWILL RETURNED TO THE COMMUNITY

Wages	7,270,155
Payroll Taxes and Benefits	1,485,028
TOTAL PAYROLL EXPENSES	8,755,183
Occupancy (rent, utilities, insurance, etc.)	1,068,664
Cost of Goods Sold	6,770,985
Other Expenses	1,367,576
Depreciation	692,813
Investment in Our Future	2,158,556
TOTAL	20,813,777



COVERAGE MAP AND RETAIL LOCATIONS



500 S. Green River Road
Evansville, IN 47715
812-474-2220

1820 First Avenue
Evansville, IN 47710
812-423-8578

2201 S. Weinbach Avenue
Evansville, IN 47714
812-962-4020

4660 W. Lloyd Expressway
Evansville, IN 47712
812-962-2772

320 W. Main Street
Boonville, IN 47601
812-897-4870

3215 W. Broadway
Princeton, IN 47670
812-385-5555

301 E. Highland Avenue
Washington, IN 47501
812-254-1971

201 U.S. Hwy. 231 South
Jasper, IN 47546
812-634-2932

213 Orchard Hill Drive
Tell City, IN 47586
812-547-6530

1540 Willow Street
Vincennes, IN 47591
812-882-5527

1300 S. Green Street
Henderson, KY 42420
270-827-4663

2916 W. Parrish Avenue
Owensboro, KY 42301
270-685-1103

3241 Kidron Valley Way
Owensboro, KY 42303
270-240-5501

101 Madison Square Drive
Madisonville, KY 42431
270-821-9045

920 S. 42nd Street
Mount Vernon, IL 62864
618-242-9582

MOBILE DONATION CENTERS

3501 N. Green River Road
Evansville, IN 47715
(in front of Schnucks)

4408 N. First Avenue
Evansville, IN 47710
(in front of CVS)

8399 Bell Oaks Drive
Newburgh, IN 47630
(in front of Schnucks)

2655 N. 6th Street
Vincennes, IN 47591
(in front of Rural King)



85 YEARS

In 2020, Evansville Goodwill Industries, Inc. is celebrating its 85th Anniversary. Today, Goodwill continues to be a non-profit leader by providing ever-changing resources and services to individuals who face barriers to employment.



Goodwill
Evansville Goodwill Industries, Inc.



500 S. Green River Road
Evansville, IN 47715

www.evvgoodwill.org



CARF is an independent, nonprofit organization that provides accreditation services worldwide at the request of health and human service providers. Providers that meet CARF standards have demonstrated their commitment to being among the best available. Evansville Goodwill Industries, Inc. is accredited for Community Employment Services: Employment Supports and Job Development.