EVANSVILLE GOODWILL INDUSTRIES, INC.

ANNUAL REPORT 2018

Business Advisory Council Chairman, Carrie Hanebutt, *Work Solutions Client*, Omar Mason, and *Vice-President, Mission Services,* Brandy Smith

goodwill®

DEAR FRIENDS,

What a wonderful year it has been!

I'm proud and excited to be Walt Koch's successor as President & CEO of Evansville Goodwill Industries, Inc. (EGI). Walt is as much a part of our future as he is of the past. His 49-year tenure as our leader laid an important foundation for a brighter future for people with barriers to employment.

Standing beside him through the years has taught me what wonderful things Evansville Goodwill is capable of and how it can evolve to help people of all abilities. I've been blessed to have worked with this amazing organization for the past 27 years and look forward to building on the success of our past to create a prosperous future for individuals and families in our community.

The following pages provide a snapshot of what Evansville Goodwill has been able to accomplish in the past year and how we are set to move forward together to create a stronger community and provide more opportunities to those with disabilities, disadvantages, and barriers to employment. Thank you for your continued support of Goodwill!

Connie

CONNIE RALPH

President & CEO

OUR MISSION: 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.

MISSION SERVICES

Our mission is what drives us. By providing supportive career-building services to those who have barriers to employment, we can ensure their success in our community. This is a feat that is not accomplished alone. Our vision of ***changing lives through the Power of Work*** is not only alive, but also thriving.

PROGRAMS & SERVICES

- **WORK Solutions** provides tools to those seeking jobs including resume building, trial work experiences, mock interviews, and skill-building activities. Job seekers come to Goodwill through a referral from Vocational Rehabilitation Services.
- EGI has a **Benefits Information Network** liaison on staff to assist clients with navigating federal and state work incentives.
- The **Senior Community Service Employment Program (SCSEP)** is operational in 20 different counties throughout Illinois, Indiana, and Kentucky. This program provides on-the-job training to those aged 55 and older to help update their job skills and find suitable employment.
- Goodwill and **Google** are empowering people of all abilities with digital skills they need to advance their career goals through the **Goodwill Digital Career Accelerator (GDCA)**, a virtual classroom that is free and available to the public.
- The **Business Advisory Council (BAC)**, a network of community employers that interface regularly with Work Solutions program clients, provides counsel and advice to Goodwill staff and serves as mentors to program participants.

MISSION IN ACTION

Jonathan began his employment journey with Goodwill in May of 2018. He had a good work history and many employable skills as well as a solid education. Because of some health issues though, Jonathan had a 13-year gap in employment. At the point where he entered the Work Solutions program, Jonathan wanted to find a job, but knew he would have limitations.

Goodwill Employment Specialists began working with Jonathan to assess his job readiness skills and interests. At first, Jonathan thought he would be best working in finance because of his background in accounting.

Over the next several months, Jonathan completed a trial work experience in a Goodwill Retail Store as a cashier and worked to develop his 10-key skills as his main goal was to become a bank teller.

He met with BAC members to determine next steps and completed mock interviews to improve his interview skills.

In the fall, he began following up with employers where he had submitted applications. After some disappointments, Jonathan decided to revisit an employment opportunity with a local security company. While it wasn't his *ideal* employment scenario, it did include some clerical work and he was willing to try it out.

A short time later, Jonathan was offered a position with Night Hawk Security company and assigned a position at Alcoa in Newburgh. Being hired for this job restored a sense of pride in Jonathan.

Jonathan's story is a sterling example of how motivation and determination pays off.

MISSION IN ACTION

Rebecca enrolled in the Senior Community Service Employment Program (SCSEP). At first, she was placed as a SCSEP trainee at the Christian Resource Center in Rockport, Indiana.

Rebecca trained as a cashier and learned to use an iPad POS system, compute sale prices, total purchases, and processed cash and credit card payments. Rebecca made great strides in the goals she set for herself in becoming comfortable meeting new people.

She greeted each customer and helped them find what they were looking for. Rebecca also learned how to set-up displays and group merchandise together with similar items.

During her time at the Christian Resource Center Rebecca grew in so many directions. When she enrolled in SCSEP, she didn't have the confidence to use a computer for online job searches, create her resume, or set up interviews on her own. She was shy and unsure of herself. Rebecca credits SCSEP's training opportunity as the reason she has more confidence. Now, she enjoys meeting new people and has built positive relationships within the community.

Rebecca utilized the SCSEP computer lab during training hours and ended up applying for a cashier position with the Walmart in Boonville, Indiana and was hired shortly after applying! The experience and references she acquired while training with the Rockport Christian Resource Center and SCSEP gave her the skills as well as the confidence to transition to this employment opportunity.

OUR INVESTMENT

2018 Financial Statement

THE COMMUNITY GAVE:

Revenues, Gains, and Other Support	Unrestricted	Restricted	2018 Total	2017 Total
Public Support - Direct Contributions	$54,517	$ --	$54,517	$48,631
Indirect Contributions - United Way	$4,301	$ --	$4,301	$6,461
Rehabilitation Fees	$287,340	$ --	$287,340	$422,318
Grant Revenue	$802,505	$ --	$802,505	$758,846
Change in Beneficial Interest in Perpetual Trusts	$0	$(29,467)	$(29,467)	$20,721
Contributions - Donated Goods	$6,735,108	$ --	$6,735,108	$6,657,926
Program Services				
Store Sales	$10,403,308	$ --	$10,403,308	$10,104,490
Salvage Sales	$735,595	$ --	$735,595	$644,730
Investment Return	$(224,074)	$ --	$(224,074)	$360,732
Other Revenue	$357,114	$ --	$357,114	$143,211
Special Events				
Gross Special Events Revenue	$159,662	$ --	$159,662	$155,115
Less Cost of Direct Benefits to Donors	$(63,013)	$ --	$(63,013)	$(50,072)
Net Special Events Revenue	$96,649	$ --	$96,649	$105,043
Change in Fair Value of Interest Rate Swap Agreements	$16,901	$ --	$16,901	$20,2991
Total Revenues, Gains, and Other Support				
	$19,269,264	**$(29,467)**	**$19,239,797**	**$19,294,100**

WE GAVE BACK:

	Unrestricted	Restricted	2018 Total	2017 Total
Program Services				
Donated Goods	$15,137,648	$ --	$15,137,648	$14,474,348
Rehabilitation Services	$1,261,559	$ --	$1,261,559	$1,201,795
Housing and Occupancy	$574,710	$ --	$574,710	$495,108
Transitional Housing	$161,288	$ --	$161,288	$295,484
Total Program Services	**$17,135,205**	**$ --**	**$17,135,205**	**$16,466,735**
Management and General	$1,335,188	$ --	$1,335,188	$1,121,441
Payments to National Organizations	$107,386	$ --	$107,386	$101,533
Fundraising	$29,591	$ --	$29,591	$33,908
Total Expenses	**$18,607,370**	**$ --**	**$18,607,370**	**$17,723,617**
Change in Net Assets	$661,894	$ (29,467)	$632,427	$1,570,483
Net Assets, Beginning of Year	$21,850,971	$239,882	$22,090,853	$20,520,370
Net Assets, End of Year	$22,512,865	$210,415	$22,723,280	$22,090,853

LOCATIONS

INDIANA

500 S. Green River Road, Evansville
1820 First Avenue, Evansville
2201 S. Weinbach Avenue, Evansville
4660 W. Lloyd Expressway, Evansville
320 W. Main Street, Boonville
201 U.S. Highway 231 South, Jasper
3215 W. Broadway Street, Princeton
213 Orchard Hill Drive, Tell City
1540 Willow Street, Vincennes
900 W. National Highway, Washington

KENTUCKY

1300 S. Green Street, Henderson
2916 W. Parrish Avenue, Owensboro
3241 Kidron Valley Way, Owensboro
101 Madison Square Drive, Madisonville

ILLINOIS

920 S. 42nd Street, Mt. Vernon

BOARD OF DIRECTORS

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EXECUTIVE STAFF

Connie Ralph: *President & CEO*
Paul Foronda: *Vice President, Finance*
Judy Theuerkauf: *Vice President, Southern Division*
Brandy Smith: *Vice President, Mission Services*
Kim Bassett: *Executive Assistant*

Goodwill
Evansville Goodwill Industries, Inc.

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