

GOODWILL OF CENTRAL ILLINOIS

GRROW



2010
ANNUAL
REPORT



Stores & Donations



Job Preparation




50,000 MORE SQUARE FEET of store space is now available to our shoppers—which means more revenues to fund programs for individuals and families working to better their lives.

GROW

RESOURCES

Stores & Donations

A photograph of a warehouse interior. In the foreground, a man wearing a blue t-shirt, a blue baseball cap, and glasses is operating a bright green Clark forklift. He is moving through a narrow aisle between tall stacks of cardboard boxes. The boxes are stacked on wooden pallets and have various labels and barcodes. In the background, other workers in blue shirts are visible, and the warehouse floor is polished and reflective. The lighting is bright, coming from overhead fixtures.

560 INDIVIDUALS found paying jobs due to our efforts as the Central Illinois hub for Put Illinois to Work— which provided job training and helped small businesses regain their footing.

Job
Preparation


GROW OPPORTUNITY



GROW COMPASSION

79 VETERANS received help with resumes, cover letters and interviews through our Homeless Veterans Reintegration Program— one of several initiatives to help veterans re-enter the job market.

Veterans'
Services



100+ **AT-RISK YOUTH** took part in GoodGuides® youth mentoring—partnering with volunteer role models who help them make good decisions today and plan for tomorrow.

Life Skills

GROW TOMORROW

When we asked our team for one word to describe 2010, the response was nearly unanimous: **Growth**. That's because we're in the midst of a strategic effort to boost our donor base, enhance our stores, add learning centers, collaborate with local businesses and reach a broader range of program participants. We're anticipating needs across our 21-county territory and putting the people, infrastructure and services in place to meet them most effectively.

- > **Stores & Donations:** By increasing and improving our retail space, we're making our stores more attractive to shoppers looking for quality merchandise at affordable prices—thus generating more funding for our programs, all offered free of charge.
- > **Veterans' Services:** We're reaching more veterans than ever through our Homeless Veterans Reintegration Program and Veterans Employment Act Program—which remove obstacles and provide focus for those looking to re-enter the workforce.
- > **Job Preparation:** We're helping more people (225 percent more in 2010) build the skills they need to seek, secure and keep good jobs—through job prep programs, computer classes, online learning and hands-on forklift training.
- > **Life Skills:** We're working to instill good work ethics in a new generation—thanks to GoodGuides volunteer mentors committed to providing advice and support about school, relationships, career planning and more.

Thanks to our shoppers, donors, volunteers, employees, board members and program participants for helping us spread so much goodwill in 2010. What we've accomplished together is just the beginning. Today and tomorrow, we're supporting individuals and families who are working to better their lives—it's a worthy mission.

Thanks for helping us on our journey.

Pamela Johnson
Board Chair

Patrice Fuchs
President & CEO

employees across our organization

300

1490

total program participants

185,

641

pounds of e-waste recycled

333

participants in forklift training

252,800

donors

2010 KEY GROWTH NUMBERS

2,400,000

pounds of goods recycled

\$8 MILLION

sales from our retail stores

GROW TOGETHER

OUR FINANCIAL RESULTS

Condensed Statements of Financial Position

	2010	2009
Cash and cash equivalents	\$ 1,580,317	\$ 767,228
Accounts receivable	189,804	84,493
Inventory	732,405	636,502
Prepaid expenses	36,560	39,372
Property and equipment, net	4,288,455	4,291,922
TOTAL ASSETS	\$ 6,827,541	\$ 5,819,517
Accounts payable	\$ 190,665	\$ 94,903
Accrued and other expenses	202,846	345,807
Long-term debt and capital lease obligation	2,302,109	2,429,979
TOTAL LIABILITIES	2,695,620	2,870,689
Unrestricted	4,105,199	2,883,660
Temporarily restricted	26,722	65,168
TOTAL NET ASSETS	4,131,921	2,948,828
TOTAL LIABILITIES AND NET ASSETS	\$ 6,827,541	\$ 5,819,517

Condensed Statements of Financial Activities

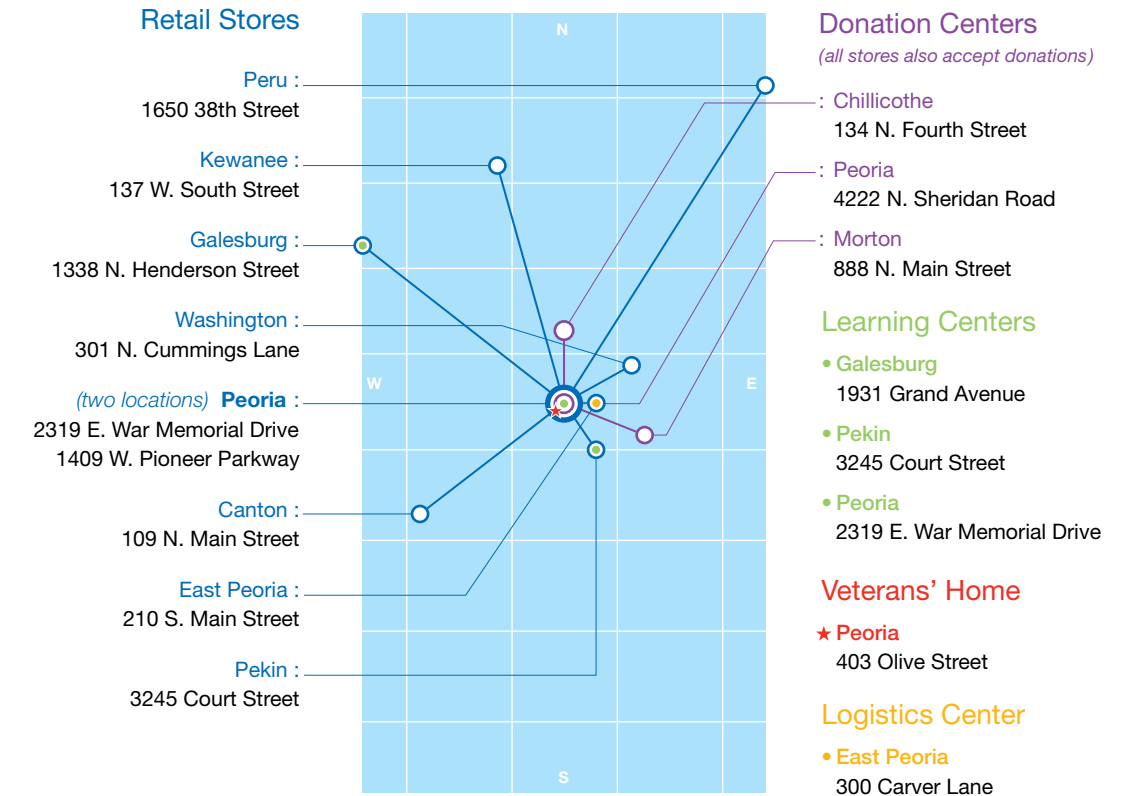
	2010	2009
Total public support and revenue	\$ 10,041,602	\$ 8,277,138
Total expenses	8,858,509	7,886,095
CHANGE IN NET ASSETS	1,183,093	391,043
Net assets, beginning of year	2,948,828	2,557,785
Net assets, end of year	4,131,921	2,948,828

Condensed Statements of Cash Flows

	2010	2009
Net cash provided by operating activities	\$ 1,122,226	\$ 431,727
Net cash used in investing activities	(126,004)	(696,873)
Net cash provided by (used in) financing activities	(183,133)	424,005
NET INCREASE IN CASH AND CASH EQUIVALENTS	813,089	158,859
Cash and cash equivalents, beginning of year	767,228	608,369
Cash and cash equivalents, end of year	1,580,317	767,228

Information above excerpted from financial statements audited by Gordon, Stockman & Waugh, P.C.

OUR SERVICE AREA



BOARD OF DIRECTORS

Pamela Johnson, <i>chair</i>	Major DK Carpenter	Tucker Kennedy
Doug Orear, <i>vice chair</i>	Barbara Duryea	Terry Lake
Becky Brown, <i>secretary</i>	Jehan Gordon	Robert Phillips
Ryan Beasley, <i>treasurer</i>	Dennis Higdon	Tom Schlink
	Brian Johnson	Patrice Fuchs, <i>ex-officio</i>

ADMINISTRATIVE STAFF

Patrice Fuchs <i>President & CEO</i>	Bill Bontemps <i>Director of Vocational Services</i>	Sharon Kott <i>Director of Retail</i>
Troy Behnke <i>Director of Finance</i>	Scott Jenkins <i>Director of Operations</i>	Jim Lynch <i>Director of Development</i>
	Christine Johnson <i>Director of Human Resources</i>	Jodi Sullivan <i>Director of Merchandise Development</i>

OUR AWARD WINNERS

ACHIEVER of the Year



Goodwill CEO
Patty Fuchs presents
Amos with his award.

If the definition of success is how many times you get back up after being knocked down, then our 2010 Achiever of the Year is a true winner.

The seventh of 12 children, Amos grew up on a plantation in Mississippi. To escape an abusive husband, his mother moved the family to Peoria. Amos helped pay the bills until he finished high school, then served

in the U.S. Army for seven years. Returning home, he worked as a dietary aid at Proctor Hospital until transportation became a problem and he lost his job.

Faced with mounting bills, Amos chose what he thought was an easy way to fast money—drugs. But he ended up in jail after making a sale to an undercover officer. Determined to turn his life around, he pleaded for leniency and was released after six months.

Amos enrolled at Illinois Central College, got a job at ADM, continued to help his mother, became a father and raised his son as a single parent. After being laid off in 2007, and finding himself with no work and no home, he was referred by a friend to our Homeless Veterans Reintegration Program. Today, Amos has a new job and a renewed commitment to making a better life for himself and his son—who is attending Northwest Missouri State University this fall on an academic and football scholarship.

EMPLOYEE of the Year



Vicki Hightower
Veterans' Services
Manager

“Passionate about helping veterans.” These words from her nomination form sum up Vicki Hightower, our 2010 Employee of the Year. As Veterans’ Services Manager, Vicki oversees Goodwill’s programs for veterans, including the Homeless Veterans Reintegration Program, the Veterans Employment Act Program and the Stand Down for Homeless Veterans. She also takes responsibility for reaching out to community leaders, local service agencies and funding sources to help connect local veterans to our community. “Vicki is unselfish and is always willing to help others in her department and at Goodwill,” says her supervisor. “She has a positive attitude and exemplifies Goodwill’s core values and qualities of a true leader.”

OUR 2010 HIGHLIGHTS

OUR NEW PEKIN STORE, which celebrated its grand opening in April, is now the area’s largest—with 24,000 square feet of store space and two classrooms for free computer and job readiness training. **AN EXPANDED BOOK AREA** where shoppers can read and relax is just one of the highlights of our renovated East Peoria store—which doubled its space and added a drive-through donation area in February. **THE BERGNER’S GOODWILL SALE** drew more than 25,000 donors—who received 20 percent off coupons for every item donated. **EUREKA HIGH SCHOOL** took home the grand prize in October’s Recycle Your Style contest—donating 3,061 pounds of clothing to beat 33 other high schools and win a new SMART Board from Bradfield’s. **OUR 2ND ANNUAL STAND DOWN**, held in October at O’Brien Field, provided 110 homeless veterans with much-needed resources—including food, clothing, hygiene and assistance with medical, legal and mental health issues. **LT. COL. (ret) OLIVER NORTH** headlined November’s “To Honor and To Serve: The Goodwill Veterans’ Recognition Event”—joining more than 600 attendees in thanking all the men and women of central Illinois who have served our country.

MISSION

Supporting individuals and families who are working to better their lives.

VALUES

Respect
Integrity
Accountability
Excellence
Teamwork
Innovation



*Accredited by the
Commission on Accreditation
of Rehabilitation Facilities*

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*Member Agency
Heart of Illinois United Way*