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Serving
Central Illinois

Goodwill of Central Illinois took a big step on our organizational journey in 2012. So big, in fact, that it wasn't completed until the summer of 2013. Because it's a story we want to tell in its entirety, we're saving it. That's why this 2012 annual report is an abbreviated version—one that simply highlights the numbers of another great year serving Central Illinois. We'll share the big news this coming spring in our 2013 annual report. In the meantime, rest assured we'll continue our mission of supporting individuals and families who are working to better their lives.

R. Douglas Orear
2012 Board Chair



Patrice Fuchs
President & CEO



Serving 21 Counties Across Central Illinois

Retail Stores^[RS] : Donation Centers^[DC] : Logistics Center^[LC]

Peoria ^[RS-DC] 3905 N. University	Canton ^[RS-DC] 109 N. Main St	Peru ^[RS-DC] 1650 38th St	East Peoria ^[LC] 300 Carver Lane
Peoria ^[RS-DC] 1409 W. Pioneer Pkwy	Kewanee ^[RS-DC] 137 W. South St, Space C	Chillicothe ^[DC] 134 N. Fourth Street	
East Peoria ^[RS-DC] 210 S. Main St	Galesburg ^[RS-DC] 1338 N. Henderson St	Peoria ^[DC] 9915 N. Knoxville Ave	
Washington ^[RS-DC] 301 N. Cummings Ln	Pekin ^[RS-DC] 3245 Court St	Morton ^[DC] 888 N. Main St	

Veterans' Home

Peoria
403 Olive Street

Learning Centers

Galesburg
1931 Grand Avenue

Pekin
3245 Court Street

Peoria
2319 E. War Memorial Drive

Donation Centers

Our donation centers in Peoria, Morton and Chillicothe, work in tandem with our retail stores to offer convenient donation drop-off locations across our 21-county service area.

e-Waste Pounds Recycled

As part of our Dell Reconnects affiliation, we recycle all computer hardware, printers and peripherals. Our stores and donation centers also accept small appliances and electronics.

GoodGuides[®] Mentoring Hours

Our mentoring program helps local youth, ages 12-17, build career plans and skills as they prepare for school completion, post-secondary training and productive work. It provides structured and supportive relationships with trusted adult mentors.

Total Retail Sales

It's what most people know us for. Our nine nonprofit retail stores and two donation centers are the face of Goodwill to Central Illinois. There's even an online auction site—shopgoodwill.com—for collectibles, antiques and other high-end items. Shop and donate with confidence. More than 92 percent of the proceeds for our stores stays right here in Central Illinois.

Program Participants

We serve Central Illinois residents by providing computer classes, job-readiness courses, forklift training certification, advancement opportunities for women, mentoring for local youth and support services for our veterans.

Fees Charged to Program Participants

3 **3** **762,501** **448** **2383** **3,245,849**

8,221,779 **267,590** **1859** **718** **0**

Learning Centers

Located in Galesburg, Pekin and Peoria our Goodwill Learning Centers offer classes and workshops helping participants learn new computer skills, get job ready or better understand today's technology.

Veterans Served

From providing for homeless veterans to reintegrating all veterans into our community, we provide access to basic needs, housing, learning programs, counseling and job training. It's our proud duty to serve veterans in Central Illinois.

Pounds of Goods Recycled

Donations to Goodwill don't just help our community. They help our environment. We're a major recycler—whether it's reselling gently used goods to be reused or processing those not suitable for resale to be salvaged. Each year we're able to keep millions of pounds from going to landfills.



Serving
Central Illinois

Donations Accepted

Donors provide gently used items they no longer want or need. The revenue generated goes to train adults for employment, prepare young people for life and work, and help veterans readjust to civilian life—all at no charge.

Certified Forklift Operators

Using a combination of classroom instruction and hands-on training, students earn OSHA certification and get job ready.

Board of Directors

Doug Orear , <i>Chairman</i>	Patty Fuchs , <i>Ex-officio</i>	Pamela Johnson	Joe Sharpe III
Becky Brown , <i>Vice Chairman</i>	Darren Autry	Tucker Kennedy	Kimberely Smith
Brian Johnson , <i>Secretary</i>	Terry Best	Terry Lake	Jan Wright
Barbara Duryea , <i>Treasurer</i>	Lt. Col. DK Carpenter	Bob Phillips	

Administrative Staff

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

2012 Financial Results

Condensed Statements of Financial Position

	2012	2011	2010
Cash and cash equivalents	\$ 1,594,777	\$ 2,548,752	\$ 1,580,317
Restricted cash, loan collateral	437,797	–	–
Restricted certificate of deposit, loan collateral	1,100,000	–	–
Accounts receivable	203,697	162,987	189,804
Inventory	821,231	798,991	732,405
Prepaid expenses	45,498	37,925	36,560
Property and equipment, net	4,043,440	4,212,596	4,288,455
TOTAL ASSETS	\$ 8,246,440	\$ 7,761,251	\$ 6,827,541
Accounts payable	\$ 133,252	\$ 79,356	\$ 190,665
Accrued and other expenses	384,427	334,358	202,846
Long-term debt and capital lease obligation	1,896,055	2,130,068	2,302,109
TOTAL LIABILITIES	2,413,734	2,543,782	2,695,620
Unrestricted	5,824,841	5,209,604	4,105,199
Temporarily restricted	7,865	7,865	26,722
TOTAL NET ASSETS	5,832,706	5,217,469	4,131,921
TOTAL LIABILITIES AND NET ASSETS	\$ 8,246,440	\$ 7,761,251	\$ 6,827,541

Condensed Statements of Financial Activities

	2012	2011	2010
Total public support and revenue	\$10,727,170	\$10,639,822	\$10,041,602
Total expenses	10,111,933	9,554,274	8,858,509
CHANGE IN NET ASSETS	\$ 615,237	\$ 1,085,548	\$ 1,183,093
Net assets, beginning of year	5,217,469	4,131,921	2,948,828
Net assets, end of year	5,832,706	5,217,469	4,131,921

Condensed Statements of Cash Flows

	2012	2011	2010
Net cash provided by operating activities	\$ 1,040,493	\$ 1,299,897	\$ 1,122,226
Net cash used in investing activities	(1,322,658)	(95,465)	(126,004)
Net cash provided by (used in) financing activities	(234,013)	(235,997)	(183,133)
NET INCREASE IN CASH AND CASH EQUIVALENTS	\$ (516,178)	\$ 968,435	\$ 813,089
Cash and cash equivalents, beginning of year	2,548,752	1,580,317	767,228
Cash and cash equivalents, end of year	2,032,574	2,548,752	1,580,317

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

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Goodwill Industries of Central Illinois, Inc.
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www.goodwillpeo.org
www.shopgoodwill.com



Certain programs accredited by
the Commission on Accreditation
of Rehabilitation Facilities



Member Agency
Heart of Illinois United Way