



ONWARD UPWARD



GOODWILL OF CENTRAL ILLINOIS
2022 ANNUAL REPORT

ALWAYS CHALLENGE YOURSELF

To grow we must never stop challenging ourselves. That's the path Goodwill of Central Illinois has chosen. This year's annual report showcases some of the challenges we have taken on. From new organizational initiatives to the personal growth of staff members, we are constantly trying new things.

Our world has grown increasingly uncertain and all of us are facing challenges. We know survival is only the beginning; we must be agile and ready to adjust our course as things around us change.

To meet these challenges, it takes all of us. With that in mind, we are focusing on Mission Integration. We want our employees to feel included, allowing us to be as cohesive as possible. Part of this cohesion means providing services that will benefit the lives of our staff. This, along with supporting staff as they further their knowledge in a number of disciplines, will provide the bond we need.

With the support of our Board of Directors, we continue to challenge ourselves with the hope of bettering ourselves.

Sincerely,



Don E. Johnson
President/CEO



Phil Brodeur
Board Chairperson



SAVE MOONEY WITH THE



COLOR OF THE WEEK!

* MUST BE A GOODWILL REWARDS MEMBER TO QUALIFY FOR DISCOUNT

50%
OFF!



WE PROVIDE

EMPLOYMENT SERVICES

Job Placement Assistance

Job Skills Training

Digital/Computer Skills Training

Soft Skills Training

Forklift OSHA Safety Certification

Job Fairs and Hiring Events

VETERANS' SERVICES

Veterans' Support Services

General Wayne A. Downing
Home for Veterans

Annual Stand Down for Homeless
and At-Risk Veterans

Referrals for Social Services
Not Offered by Goodwill

YOUTH SERVICES

Youth Mentoring

Youth Career Planning

Life Skills Training

After School Programming

IN 2022, THE COW MOOOVED IN

While Goodwill prices are a great bargain, shoppers still love a good promotion and Color of the Week is a fan favorite. Goodwill of Central Illinois has run this sale for years, but this was a new spin. The name came easily... **C**olor **O**f the **W**eek, but we needed a mascot and that's when we created our bovine buddy.

Along with store signage, we also promoted her on Goodwill TV (our instore TV broadcast) and Goodwill Radio. With Goodwill Radio, our MarCom Department was able to use every cow pun available. The promotion is a crowd pleaser, both with customers and employees.

We look forward to continuing the adventures of the Goodwill COW while saving our customers some money.

IN 2022,
GOODWILL
provided over
40,000
FREE services to the
people of Central Illinois.



RETAIL COUNTS, FOR GOODWILL OF CENTRAL IL



It's easy to get lost in the silo of your everyday job duties. At Goodwill, our retail operation is the mainstay of our business. It helps fund our free services. For that reason, Goodwill of Central Illinois enacted Retail Counts, a program in which our administrative staff works for 3 days at our stores, donation centers, or warehouse.

Teams of 3-4 employees were created and those employees stayed together through the program. Scheduling was a challenge, but once that was worked out, the process ran smoothly.

The teams learned all aspects of the retail business; from sorting donations and pricing to running the register, everything was covered.



The experience was well received by both administrative and retail staff. While learning the mechanics of how retail operates, far more important things were also discovered. Work in retail is challenging and seemingly never ending. It takes mental fortitude and stamina, and it's a vital part of our business model. Most importantly, that everyone in the organization plays a vital role in its success.

The project also instilled pride throughout the retail staff. It allowed them to show-

case their skills and their contributions within the system. Retail Counts will remain an active initiative for both new hires and current staff.



JOHANNA WAGNER BECOMES DOUBLE FELLOW

A fellow is defined as a member of a learned society. In essence, it is someone educated in a certain area or discipline. Assistant Director of Program Services, Johanna Wagner, has become a fellow in 2 Goodwill Industries International (GII) Programs.

First, as a fellow in the SNAP E&T (Supplemental Nutrition Assistance Program Employment and Training) program. It's common to see this program as only offering assistance with food, but there is much more to it. For our Goodwill, we incorporate the program into our intake process and make our participants aware of all the benefits available. While working with other Goodwills and exploring the program, Johanna and her team became experts. This was one reason that she was made a fellow. Now she can work with other Goodwills, teaching them about the program and how it can benefit their participants.



Johanna Wagner

Johanna's second fellowship is in GII's Opportunity Accelerator Program. What GII calls Opportunity Accelerator, we call Program Services and it's something we have been doing for years. This really fit into Johanna's area of expertise. The goal is for all Goodwills to use the same "playbook" when providing services to our clients. Johanna worked with 21 other Goodwills to build this playbook. She traveled and collaborated with many others to determine the most effective ways to serve our clients.

According to Johanna, she made friends, gained resources, and strengthened our network. As with the SNAP program, Johanna will continue to work with other Goodwills, passing on her knowledge. Johanna is a shining example of Goodwill of Central Illinois's commitment to the community.

**IN 2022,
GOODWILL**
provided
5,377
days of housing
to our veterans.



SUSAN WALKER COMPLETES EXECUTIVE DEVELOPMENT PROGRAM



GII Chief Talent Officer Deb Betsch, Susan Walker, and GII CEO Steve Preston

Director of Retail and Operations, Susan Walker, has completed the Goodwill Industries International (GII) Executive Development Program. The program is designed to educate individuals on the responsibilities of a CEO. Susan was chosen for the program as one of only 20 from the 60 individuals who applied. Those who participated came from different areas of the organization. Some, like Susan, came from retail, while others came from human resources, finance, and so on.

The 18-month program focused on all aspects of leading an effective Goodwill organization. The group traveled extensively to places such as Canada, Washington D.C., South Carolina, Portland, OR, and Phoenix, AZ. The goal was to learn about the challenges faced by a CEO and how those challenges are handled.

Susan said, "It's all about gaining perspective." Listening, learning, and removing barriers that employees face is a big part of what she took from this experience. Upon completion of the program, Susan and her fellow participants received recognition at the Goodwill

Industries International Conference of Executives. We look forward to Susan's continued leadership with Goodwill of Central Illinois.



GROWING DIVERSITY, EQUITY, AND INCLUSION

DEI; Diversity, Equity, and Inclusion. It's become a part of our world and a part of Goodwill of Central Illinois' culture. Fostered by our CEO, Don Johnson, we took on DEI with purpose. The culture was already there, but we wanted the message to be clear. Our employees are judged on their work performance, period.

A DEI Committee was formed and grew through challenges. Research was done and statistics were studied. Finally, a course was set, and we made our commitment clear throughout the company.

To further explore the topic and build a knowledge base for our staff, we asked Pierre Paul to speak to our leadership team. Pierre is the founder and CEO of *We Hear You*, a multi-faceted startup company that is finding new, innovative solutions to problems that have impacted many individuals for far too long.

Pierre laid substantial groundwork, but many questions still existed. Our DEI Committee then decided to hold a panel of local DEI experts for our leadership team. The panel consisted of a representative from the LGBTQ+ community, the director of a local organization assisting our physically disabled community, an HR Director from another Goodwill, and the



Peoria Mayor. Perhaps the most beneficial part of the presentation was the Q&A session. A variety of questions came from many different areas of the organization. In the end, discussions were started and the sharing of ideas took place.

Goodwill of Central Illinois is committed to accepting employees as they are and giving them the tools they need to be successful. Our DEI journey continues with much to learn and even more to accomplish.

A graphic featuring a veteran in military uniform walking away from the camera, carrying a bag. Overlaid on the image is a red box with white text that reads: "IN 2022, GOODWILL provided 3,987 FREE services to our veterans." The Goodwill logo is in the bottom right corner.

**IN 2022,
GOODWILL**
provided
3,987
FREE services
to our veterans.

COVERING CENTRAL ILLINOIS



EMPLOYMENT SERVICE CENTERS

GOODWILL COMMONS

2319 E. War Memorial Dr., Peoria
(309) 339-7326

PEKIN COMMUNITY EMPLOYMENT CENTER

3245 Court St., Pekin
Located in the Pekin Goodwill Store
(309) 339-7326

GOODWILL LOGISTICS

300 Carver Ln., East Peoria
(309) 694-9060

SHOPGOODWILL.COM

Located at Goodwill Logistics
(309) 694-9060 x107

GENERAL WAYNE A. DOWNING HOME FOR VETERANS

403 S. Olive St., Peoria
(309) 676-5541

21
COUNTIES
SERVED

LEGEND

- ★ Goodwill Store/Donation Center
- ★ Peoria- University
- ★ Peoria- Pioneer Parkway
- ◆ Goodwill Donation Center
- ◆ Peoria- Grand Prairie
- ◆ Peoria- Knoxville Crossing

THANK YOU, FRIENDS OF GOODWILL 2022

\$100,000-\$999,999

- CareerLink/WIOA
- Google
- Heart of Illinois United Way, Inc.
- Illinois Department of Human Services
- Illinois Department of Human Services SNAP to Success E&T Program
- Round-Up-Goodwill Store Customers
- U.S. Dept. of Housing & Urban Development

\$50,000-\$99,999

- Caterpillar Foundation
- Illinois Department of Veterans' Affairs
- TeenREACH

\$10,000-\$24,999

- Anonymous
- CAVU HCM
- CEFCU
- City of Peoria CDBG
- Community Foundation of Central Illinois
- Goodwill Industries International
- Helen Hartman Trust
- Illinois Central College
- Illinois Department of Commerce & Economic Opportunity
- PNC
- RLI Corp.
- Joseph & Shelley Sharpe

\$5,000-\$9,999

- ATOL Charitable Trust
- Caterpillar, Inc. Morton Operations
- CFC Properties/Cook Medical
- Continuum of Care- HMIS
- GFL Environmental
- Humana
- Mutual of America
- Nicholas J. Murphy Foundation
- OSF HealthCare
- Terry Poertner
- Risinger
- Tee It Up for the Troops, Inc.
- U.S. Department Of Labor Stand Down for Homeless Veterans
- United Way of Knox County
- The Wyman Group

\$2,000-\$4,999

- Ameren Cares
- Ali Ata
- Sheila V. Brewster
- Centre State International Trucks Inc.
- Lydia Ierulli-Crilly
- Department of Illinois Disabled American Veterans
- Foresight Automation
- Fortress Bank
- Gordon, Stockman & Waugh P.C.
- Don & Kim Johnson
- Craig Kliethermes
- Komatsu America Corp.
- Kroger
- Marla Manuel
- Martin Automotive
- Lesley & Mark Matuszak
- PJ Hoerr
- Seico, Inc.
- Standard Heating & Cooling, Inc.
- Unland Insurance/Selective
- VA Illiana Health Care System
- Vonachen Group
- Mr. and Mrs. Kenneth J. Zika Fund

\$1,000-\$1,999

- Advanced Medical Transport of Central Illinois
- Kirk & Debra Anderson
- Phil & Theresa Brodeur
- Caterpillar Inc.
- Commerce Bank
- Dunlap School District 323 (7th Grade "Change War")
- John & Annette Heller
- Steve Hope
- Tom & Maria Hornstein
- Illinois Mutual
- Craig & Lori Johnson
- Kert Huber Development
- HUB/Kuhl Insurance
- Angela & Drue LaMere
- Marine Vets
- Pearl Technology
- Quinn, Johnston, Henderson, Pretorious & Cerulo
- Rotary Club of Peoria
- SHARE Foundation
- Marilyn Skelly

- Smart Vent Products, Inc.
- VFW Auxillary Post 3883 Bartonville

\$500-\$999

- Lara Aaron
- William & Sharen Altenberger
- Dr. Stephen & Patti Bash
- Mike and Julie Bass
- BluSky Restoration Contractors, LLC
- Cindy Byrd
- Casey's General Stores
- CityLink
- CyberGrants LLC
- Davis & Campbell, LLC
- Adam & Ashley Donahoe
- John G. Dundas
- Kenny Eathington
- Excalibur Seasoning Company, Ltd.
- Mark Hoffmire
- Honegger Sign Co.
- Michael & Bonnie Hope
- Hupp ToyotaLift
- Kelly Glass Inc.
- Lee's Superior Coating
- Lincoln Office LLC
- Maloof Commercial Real Estate
- Alison Morrissey
- Morton Industries, Inc.
- Jenny & Bob Parkhurst
- Keith and Lori Petran
- Pilot Club of Peoria
- Gretchen Piper
- Ron's Carpets and Hardwood
- RSDAK, LLC
- St. Luke Union Church
- United Facilities, Inc.
- Young Professionals of Greater Peoria

\$250- \$499

- American Legion Auxiliary 16th District
- American Legion Auxiliary Unit 91 Wyoming
- American Legion Auxiliary Unit 1115 Spring Bay
- Ancient Order of Hibernians in America
- Blunier Builders Inc.
- Keith & Tina Book
- Cohen Development Co.

- F & M Bank
- Scott M. Fisher
- Friends of Dave Koehler
- William & Laurie Hahn
- IWIRC
- John Graham & Associates
- Ladies Ancient Order of Hibernians Inc.
- MLHC, LLC
- Capt Samantha Norville
- The PIPCO Companies Ltd.
- Sean A. Randleman
- Brig Gen William P. Robertson & Sally Robertson
- Rebecca Kaplan-Shank
- Thrivent Mutual Funds
- Pam & Bob Tomka
- Jack & Janice Tucker
- United Security Communications Inc.
- Susan Walker
- Brenda Wilner & Bill Axelrod

Under \$250

- Laurie A. Adams
- AFSCME Retirees Local #78
- Amazon Smile Foundation
- American Legion Auxiliary Unit 979 Bartonville
- American Legion Auxiliary Metamora
- Anonymous
- Darrin & Stephanie Autry
- Haley Ann Belless
- Heather H. Berkley
- Carol Brody
- Connie M. Burnett
- Busey Bank
- Joan Carlson
- Bryant and Cynthia Carter
- Barbara Day
- James C. Dillon
- Barbara Duryea
- Michael & Virginia Everett
- Laurie A. Fahrner
- Ellen H. George
- David & Kristy Gorenz
- Jacob Guenther
- Brent H. & Judith A. Gwillim
- Angie Hadsall
- Beverlee S. Hayes
- Heart of Illinois Blue Star Mothers
- Marsha Heimsoth

- Dalelynn Holley
- Fred & Liz Hoy
- Norma Just and Gregory Lawson
- Mary & James Kellock
- A. Richard Kriegsman
- William Lindgren
- Faye McMullen
- Helene S. Meghrian
- Ashley Miller, Esq. & Dr. Marwin Spiller
- Anna K. Mitchener
- Jan R. & Patricia A. Mueller
- Sharlyn K. Munns
- Shirley & Stuart Nack
- Jon Neidy, Ph.D.
- Linda L. Osika TRT
- Julie & Del J. Paris, Jr.
- Angela Parshall
- Laurie P. Pearl
- Elly & Phil Peterson
- Stephen D. Peterson
- Stacy Peterson
- Rick Powers
- Steven & Jean Provin
- Laura & Donald Rager
- RSM US LLP
- Thomas & Elaine Rutledge
- Craig Sabey
- Phil Salzer
- Christopher & Eileen Setti
- James & Elizabeth Smittkamp
- Sons of the American Legion Squadron 1078
- Christopher & Tracy Spears
- Col Steven Thomas, USAF Retired
- Jason and Leslie Vallar
- Johanna Wagner
- Jerry & Constance Waller
- Asya Washum
- Randal & Mary Weatherly
- Web Design 309
- Michael & Rebecca Weber
- Thomas Wilson
- Lynn & Paul Wise
- Dale Wright & Kathy Thomas
- Mary K. P. Yarbrough
- Robert Yonker
- Angela G. Zilch

☆☆☆ IN HONOR & MEMORY OF ☆☆☆

—— **Herbert J. Bergman, Jr.** ——

Cindy Byrd

—— **Harry L. Canterbury** ——

Dalelynn Holley

Jerry & Constance Waller

Angela G. Zilch

—— **Thomas Hope** ——

Michael & Bonnie Hope

—— **Dr. Anthony J. Ierulli & Patrick J. Crilly** ——

Lydia Ierulli-Crilly

—— **Charles Randleman, Sr.** ——

Sean Randleman

—— **General Wayne A. Downing** ——

William & Laurie Hahn

—— **William "Bill" Neil Parker** ——

Laurie Adams

Keith & Tina Book

Carol Brody

Joan Carlson

Laurie A. Fahrner

Ellen H. George

David & Kristy Gorenz

Brent H. & Judith A. Gwillim

Beverlee S. Hayes

Fred & Liz Hoy

Mary & James Kellock

William Lindgren

Helene S. Meghrian

Anna K. Mitchener

Jan R. & Patricia A. Mueller

Sharlyn K. Munns

Linda L. Osika

Julie & Del J. Paris, Jr.

Laurie P. Pearl

Laura L. & Donald E. Rager

Thomas & Elaine Rutledge

James & Elizabeth Smittkamp

Christopher & Tracy Spears

Michael & Rebecca Weber

Lynn D. & Paul D. Wise

Mary K. P. Yarbrough

NAMED IN HONOR

In 2022, Goodwill of Central Illinois renamed two of its Patriot Awards in honor of a long-time Goodwill supporter and a true American hero.

Our Business/Organization Patriot Award was renamed as the Harry L. Canterbury Business/Organization Patriot Award. Harry hosted an outdoor television program on PBS. Harry included many veterans on his televised adventures and was spokesman for Goodwill's veterans' services and our veterans' home.

Our Military Patriot Award was named for Nicholas J. Murphy. Nick is the son of a Goodwill board member and was killed while training to become a Navy SEAL. An out-of-control vehicle took his life as he saved a friend from suffering the same fate.

These awards will forever be linked to these two patriots.

GOODWILL BOARD OF DIRECTORS

OFFICERS

Phil Brodeur

Board Chairperson
RLI Corp.

Mark Hoffmire

Board Vice Chairperson
CEFCU

Shelley Sharpe

Board Secretary
Risinger

Adam Donahoe

Board Treasurer
RSM US LLP

Col Rusty Ballard

182nd Airlift Wing

Rhonda Bessert

Maui Jim, Inc.

Bryant Carter

Community Volunteer

Scott M. Fisher

John Graham & Associates

Tom Hornstein

Community Volunteer

Joel Jackson

Pekin Insurance

Dave Johnson

Pearl Technology

Ashley Miller

National Labor Relations Board

Alison Morrissey

Bradley University

Capt Samantha Norville

182nd Airlift Wing

Elly Peterson

Community Volunteer

Sean A. Randleman

Caterpillar, Inc.

Col Steve Thomas

USAF Retired

Pam Tomka

Community Volunteer

Leslie Vallar

Busey Home Mortgage

Asya Washum

Tri-County Urban League, Inc.

Jon Williams

Caterpillar, Inc.

Don E. Johnson (Ex-Officio)

Goodwill Industries of Central Illinois

GOODWILL LEADERSHIP TEAM

Don E. Johnson

President & CEO

Melanie Riley

Director of Human Resources

Bob Parkhurst

Chief Financial Officer

Lori Johnson

Director of Program Services

Susan Walker

Director of Retail & Operations

2022 FINANCIAL RESULTS

CONDENSED STATEMENTS OF FINANCIAL POSITION	2022	2021
Cash and cash equivalents	3,043,575	3,429,292
Cash and cash equivalents, restricted- loan collateral		395,000
Receivables	419,959	372,296
Inventory	1,550,976	1,297,164
Certificates of deposit	1,652,242	1,378,656
Prepaid Expenses	71,441	67,056
Property and equipment, net	10,486,896	10,738,913
Interest rate swap	58,060	
Right of use assets - operating leases	5,950,294	
Deposits with Community Foundation, <i>board designated endowment</i>	2,535,586	2,996,834
Beneficial interest in trust	383,306	502,604
TOTAL ASSETS	\$26,152,335	\$21,177,815
Accounts payable and accrued expenses	1,138,321	1,151,478
Deferred Revenue	80,678	56,618
Debt and financing lease obligations	4,653,037	5,201,315
Operating lease obligations	6,095,641	
Interest rate swap		31,184
TOTAL LIABILITIES	\$11,967,677	\$6,440,595
Without donor restriction	13,298,428	13,771,276
With donor restriction	886,230	965,944
TOTAL NET ASSETS	\$14,184,658	\$14,737,220
TOTAL LIABILITIES AND NET ASSETS	\$26,152,335	\$21,177,815
CONDENSED STATEMENTS OF ACTIVITIES	2022	2021
Public support	12,435,430	11,565,231
Revenue, gains	4,742,887	5,380,831
Total public support and revenue	17,178,317	16,946,062
Program services expenses	16,821,926	15,172,864
Management and general expenses	760,872	767,338
Total expenses	17,582,798	15,940,202
Cumulative adjustment due to adoption of ASC 842	148,081	
CHANGE IN NET ASSETS	\$(552,562)	\$1,005,860
CONDENSED STATEMENTS OF CASH FLOW	2022	2021
Net cash provided by operating activities	348,080	1,244,161
Net cash used by investing activities	(573,626)	(5,163,390)
Net cash provided (used) by financing activities	(555,171)	1,097,219
NET INCREASE (DECREASE) IN CASH & CASH EQUIVALENTS	\$(780,717)	\$(2,822,010)

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

We help communities prosper by transforming donations
into life and job skills training and employment services.

Goodwill Industries of Central Illinois

2319 E. War Memorial Dr., Peoria, IL 61614
(309) 682-1113 • www.goodwillpeo.org

Produced by Goodwill's Marketing &
Communications Department

Heart of Illinois
United Way

