

Annual Report 2007



Goodwill Industries of Central Texas



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“

Looking back, the year 2007 was a year of growth and positive change. You are the key to our continued success, whether it's about funding, volunteering, board leadership, donating goods, computers or cars. We know that the return on your investment is paramount, and we try hard to make sure it's always positive and growing.”

”

- Gerald Davis, President and CEO
Goodwill Industries Of Central Texas

People We Serve



Goodwill Industries of Central Texas (GICT) provides employment and training services and programs for people with disabilities or disadvantaging conditions, including at-risk youth, people with limited education, people with language barriers or people who are trying to end the cycle of poverty. We believe that gainful employment promotes dignity, respect and self-sufficiency. Our success is measured through the achievements of the people we serve.

Service Effectiveness



Through our Workforce Development services, job seekers with barriers to employment are assisted with finding and maintaining stable jobs, and connected with resources in the community that will increase the stability of the individual and the family. The Job Source Program, which serves individuals with disadvantaging conditions (i.e. chronic welfare recipients, lack of literacy, English as a second language, ex-offenders, etc.),

provided 3,156 people with job training and job placement assistance. The Community Rehabilitation Program helped over 250 people with multiple and severe disabilities such as cerebral palsy, brain injuries, and mental illness by providing job placement services, as well as job coaching, job retention and extensive follow-up support. WIA Youth Services (funded by Workforce Solutions- Greater Austin Area Workforce Development Board), which addressed the vocational and educational needs of 745 youth aged 14-21, substantially increased the reading and math skills of 66 percent of program participants.

Service Effectiveness



Goodwill Staffing Services (GSS) provides temp and temp-to-hire employment opportunities for qualified candidates, and typically has over 200 employees on assignments each week. In 2007, 61 people secured full-time employment through GSS, and 86 percent were placed in positions within two weeks of their initial interview. Most candidates were placed in administrative, clerical, light industrial and professional positions.

Numbers at a Glance

23,225

Number of Services Provided

709

Number of People Placed in Jobs in the Community

1,150,503

Number of Shoppers

9,699

Number of Individuals Served

872,812

Number of Donors

2,617

Avg. Number of Volunteer Hours at Goodwill

People with Disabilities

2007 Disability

4% Chemical Dependency

8% Deafness/Hearing Impairments

20% Psychiatric, Emotional & Other Behavior Disorders

26% Developmental Disabilities

40% Other Disabling Conditions

People with Disadvantaging Conditions

2007 Condition

4% Advanced Age

16% At-Risk Youth

16% Ex-Offenders

30% Unemployment, Dislocated Workers

34% Other Barriers (i.e. welfare recipient, lack of literacy)

Goodwill Initiates Job Training Program for Ex-Offenders

Goodwill's services are designed to meet the needs of the Central Texas community. In response to the 3,000 ex-offenders released in the area in 2007, we initiated a Job Readiness Training Program at the Travis County Correctional Complex in Del Valle, TX.

Nationally, an estimated 650,000 people are released from correctional facilities each year. Ex-offenders typically face a variety of barriers to employment, including limited job opportunities due to incarceration, low literacy levels, and language barriers. For many, these barriers prove to be insurmountable—seven out of ten will commit new crimes within three years. However, ex-offenders who are employed are three to five times less likely to re-offend.

Since its implementation in August, Goodwill's Job Readiness Training Program has equipped more than 300 incarcerated individuals with the skills they need to eventually find and maintain employment. Post-release, our Job Source Program continues to provide services geared toward securing and keeping stable work, which leads to more positive outcomes for individuals, as well as increased safety in our community.

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Ghoulwill Ball, A Frighteningly Ghoulish Fundraiser

We solidified our reputation in the community as the "Halloween Headquarters," when we held our first-ever Halloween fundraising event, The Ghoulwill Ball. On October 20, 2007, more than 250 people attended this "Hollywood Horror Over Austin" themed costume ball to help raise more than \$45,000 for our job training and placement programs.



Held at the Hyatt Regency, party-goers enjoyed live music from the Flametrick Subs, Goodwill Halloween fashions created by the Austin School of Fashion Design, a costume contest and other spooky entertainment. Visit www.GhoulwillBall.org for information on 2008's Ghoulwill Ball.

Generous Donors*

\$10,000 and Over

IBM
Voss Charitable Trust - Mary
J. Voss, Trustee

\$5,000 and Over

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**This list does not represent all of our donors in 2007. We apologize if your name has been omitted. We appreciate all monetary contributions.*

Financial Impact



Goodwill has planned for dynamic growth by diversifying our business lines, which include Retail Services, Goodwill Staffing Services, Commercial Services and Environmental Business Services. The revenue generated helps to fund our mission of putting people to work in competitive employment in the community.

We have grown at a steady pace in the last five years, increasing revenue by an average of \$2,000,000 annually. This additional revenue aids our ability to help even more Central Texans—we served 305 additional people from 2006-2007, for a total of 9,699 in 2007.

Revenue

Financials	2007	2006
Sales from Donated Goods	\$24,393,017	\$23,281,694
Goodwill Staffing Services	6,413,238	6,297,638
Commercial Services	3,879,247	3,402,140
Workforce Development	2,424,723	2,072,144
Environmental Business Services	166,749	712,613
Contributions	247,485	157,250
Miscellaneous	-174,371*	17,622
TOTAL	\$37,350,088	\$35,941,101

* This number reflects an interest rate swap.

Expenses

Financials	2007	2006
Sales from Donated Goods	\$19,637,090	\$18,431,390
Goodwill Staffing Services	6,150,697	6,153,054
Commercial Services	2,776,331	2,268,165
Workforce Development	3,343,213	3,034,207
Environmental Business Services	469,465	581,236
Management & General	4,481,074	4,367,386
Fundraising	223,673	185,359
Returned to Operating Fund	268,545	920,304
TOTAL	\$37,350,088	\$35,941,101

Investment in our Community

The revenue generated through our business divisions is returned back to the community by creating an employable workforce and sustainable jobs.

Investment	2007
New earnings created for each dollar of operating funds received from Government and other contributions	\$2.28
New federal and social security taxes	\$4.4M
Projected wages earned by individuals placed in competitive employment by Goodwill	\$13.2M
Total new earning power created by Goodwill	\$21.0M



Mission

Goodwill's mission is to enhance the quality and dignity of life for individuals, families and our community by providing job-related services for people with barriers to employment.

Values

- Mission above all else
- Respect is earned through leadership
- Remove all barriers
- Push the envelope
- Superior customer service will lead to growth and a community that works

