Goodwill®
Southern Indiana

Donate. Shop. Change Lives.

2014 ANNUAL REPORT

"Thank you, Goodwill!"

To you it's just

clutter worn useless

To us here at Goodwill of Southern Indiana, it's **more than that**. It tells a story of getting a job, picking up after a disaster, relief for a parent unable to afford therapy services for their child, and so much more. It's the beginning of a cycle that results in better lives for individuals and families right here in Southern Indiana.

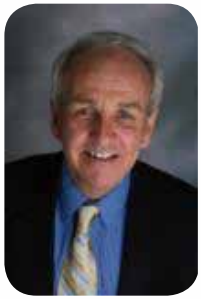
Thank you!

Your support allowed Goodwill of Southern Indiana to set two records this year, serving 5,346 clients and distributing $91,990 in vouchers. Goodwill exists to provide services to people with disabilities and disadvantages. It is heartwarming when we set service records; because that means our clients are achieving independence.

There is little Meredith who due to medical issues needed specialized childcare and as a result of our Children's Learning Center is learning and thriving. There is Jim, who needed assistance in finding employment. The services he received at our Job Connection Center helped Jim find a job and he is supporting his family. There is the Beaumont family who lost all their belongings when their apartment building was destroyed by fire. They utilized Goodwill vouchers to purchase clothing so their children could go to school and the parents return to work.

These are just three examples of how your support allowed Goodwill of Southern Indiana to provide vital services to 5,346 people last year. We could not do it without you! When you donate and shop at Goodwill, you change lives. On behalf of Meredith, Jim, the Beaumont family, and all the Goodwill clients - thank you for making a difference!

Candice Barksdale
Chief Executive Officer



Jack Coffman
Board of Directors Chair

OUR PROGRAMS

Vocational Services

Job placement, case management and job coaching for adults with disabilities and disadvantages.

Voucher Program

Vouchers for free clothing and household items given to partner agencies to provide assistance to people in crisis situations.

Children's Learning Center

Nationally accredited center for early childhood education, serving ages six weeks to five years; includes a summer program for school age children.

A Book of My Own

Children's books are distributed to organizations that work with children, they give the books to children to keep as their own. The program purpose is to increase children's exposure to books in order to enhance their reading performance.

Recycling

Donating unwanted items is an alternative to throwing them into the landfill. Donated items accepted for recycling include all types of computer and electronic equipment, cell phones, toys, clothing, shoes belts/purses, books, cardboard and metals.

Goodwill Stores

Ability to purchase gently used items at an affordable cost; items include clothing, shoes, toys, household goods, electronics and other items.

Job Connection Ceneter

Provides easy access to people who need assistance in finding employment. All services are free, and include assistance with online job searches, resume development, completion of applications, interviewing skills, and more.

Pediatric Therapy Program

Assistance to parents and caregivers of children with special needs; includes consultations, care plans and pediatric therapies.

GOODWILL IN YOUR COMMUNITY

Retail Stores

We operate 11 Goodwill stores in 9 Southern Indiana counties. Each store is also a donation center. You can drop off your donations quickly and conveniently in our drive thru area during regular store hours.

Bedford
1221 James Avenue

Clarksville
1212 Applegate Lane

Corydon
2400 Landmark Avenue

Floyds Knobs
4646 Duffy Road, Suite A

Jeffersonville
2764 Jefferson Centre Way

Madison
3200 English Station, Unit A

New Albany
375 Professional Court

North Vernon
2260 N. State Hwy 7

Salem
400 S. Main Street

Scottsburg
1602 W. McClain Avenue

Seymour
1857 E. Tipton Street

Donation Express Sites

For donor convenience, we have 38 donation bins throughout our region, supplementing the donation drive-thru lanes at our stores.

Austin
- Pioneer Village Store
- US Hwy 31 & SR 256 Junction

Bedford
- Orscheln
- Knucklehead Bend Market

Brownstown
- City Park
- Fast Stop

Butlerville
- Butlerville Grocery

Campbellsburg
- Community Building

Central
- BP Gas Station

Charlestown
- Orscheln

Commiskey
- Dino's Corner Store

Corydon
- Orscheln

Clarksville
- Children's Learning Center
- Anna's Oriental Food Store
- Goodwill Store

Crothersville
- Jackson Jennings Co-Op

Depauw
- 64 Food Mart & Fuel Station

Deputy
- Gaffney's Store

Elizabeth
- Marathon Grab and Go

English
- Do It Best

Freetown
- Community Building

French Lick
- French Lick Recycling Lot

Georgetown
- Copperfield Commons

Greenville
- Marathon Sav-A-Step

Hanover
- Compost Facility

Henryville
- Adams IGA

Jeffersonville
- Nachand Field House
- Aaron's Rentals

Lanesville
- Gresham Park

Lexington
- LeRoy's Food Mart

Madison
- Aaron's Rental

Marengo
- Marengo G&S One Stop

Mauckport
- Mauckport Fireworks

Milltown
- The Must Stop/Hoosier Liquors

Mitchell
- Mitchell Motors

New Albany
- Center for Women and Families
- New Albany Floyd Co. Library
- American Family Orthodontics

New Pekin
- Town Utilities Building

New Salisbury
- Moore's Thriftway (IGA)

New Washington
- Four Quarters Mini Mart

North Vernon
- Walmart

Otisco
- The Store

Paoli
- Walmart

Palmyra
- Ron's Standard Service

Paoli
- Walmart

Salem
- Save-a-Lot of Salem

Scottsburg
- Coonie's Corner
- J&C Feed
- Walmart

Sellersburg
- Jay C Food Store
- Sellersburg Fire Dept.

Seymour
- Walmart
- Fast Stop
- Jackson Co. Public Library

South Boston
- Robyn's Nest

Uniontown
- Marathon Gas and Food Mart

"Thank you, Goodwill!"

MICHAEL RUDD

Michael overcame health concerns to find employment and independence.

Thirteen years ago Michael had a stroke and almost lost his life. A year after he had a massive heart attack. While in the hospital there were complications that caused him to lose part of his leg after a staph infection. Regaining his balance was difficult and he eventually had to use a wheelchair almost full time. His mobility was limited, and he admits that looking for a job had become difficult.

Many employers didn't want to hire him because he was unable to perform some of the tasks that were required. "I found a lot of jobs that I wouldn't have minded going to, but they didn't want me. I was turned down on several different jobs that I would have liked." After finding himself unemployed Michael Rudd spent a year and a half looking for employment.

Michael was referred to Goodwill of Southern Indiana's Vocational Services Program. He started working closely with case managers who were able to give him guidance in looking for employment. He went on several job interviews and nothing seemed to be working out. He says, "It's hard to hire somebody that's as old as I am in a wheelchair." Finally his case manager found a position open and sent Michael on an interview. "I thought they were very progressive. They kept me up on what I needed to do." Michael went on the interview and he was hired! He says his job is fun and that he's extremely happy with it.

Despite his health concerns Michael has remained optimistic, and it was that optimism that allowed him to achieve his goals and independence. He recommends Goodwill's Vocational Services Program to other people. He says he has already told some of his friends that he thinks could benefit. "Goodwill has been good to me." Michael is 'thankful for Goodwill.'

"Thank you, Goodwill!"

KEEGAN HAAG

When you meet Keagan you see a happy little boy whose grin will melt your heart.

There was a time when you wouldn't have understood the things he was saying to you. He would know what he wanted to say, but just not how to say it. Other adults and children couldn't understand him and his mom, Shelby, often had to translate.

Keagan attends Goodwill of Southern Indiana's Children's Learning Center, a nationally accredited preschool in Clarksville, IN. Shelby also found employment at the preschool as an assistant teacher. It was there that Keegan's teacher noticed delays in speech and that he wasn't progressing the same as his classmates. That's when Keagan's teacher told Shelby about Goodwill's Pediatric Therapy program that helps parents pay for the vital therapies their child needs. Shortly after, Keagan started therapy at Southern Indiana Rehabilitation Hospital!

Shelby talks about the Goodwill's partnership with Southern Indiana Rehab Hospital, "They work around my schedule. It's nice that they pick him up and we don't have to do drop-offs where he will get upset. I don't need to worry about where he is. I'm comfortable with him being there, and if they ever need anything they know where to find me." Keagan's mom is happy with the results of increased vocabulary. "I'm really happy with the services he gets and the people that take care of him. He's almost to his age level now! He's now able to say things that he wasn't able to before." He's gotten back on the level of where other children his age would be. The best part: other people can understand him now!

"I'm really grateful and blessed to have found Goodwill. I love working there and that Keagan can be there too. Anytime I know a young mom that is looking for work and they need childcare, I always recommend Goodwill. I feel like Goodwill cares about you and your child." Shelby and Keegan are 'thankful for Goodwill.'

"I'm really grateful and blessed to have found Goodwill"

COMMUNITY VOUCHER PARTNERS

Vouchers for free clothing and household items are given to partner agencies to provide assistance to people in crisis situations. Through these partnerships, Goodwill of Southern Indiana helps thousands of people each year throughout Southern Indiana.

Clark County
Big Brothers Big Sisters
Bliss House
Center for Lay Ministries
Centerstone*
Clark County Community Corrections
Clark County Youth Shelter
Exit Zero
Family Ark
Haven House Services
Jeffersonville Township Trustee
Life Spring
New Beginnings Church*
Red Cross
Southeast Christian Church
Volunteers of America

Floyd County
Center for Women and Families
Child Protective Services
Choices for Women
Family Preservation Program
Floyd County Youth Services Bureau
Hope Southern Indiana
New Albany Floyd County Consolidated School System
Open Door Youth Services*
Red Cross
St. Elizabeth Catholic Charities

Harrison County
Harrison County Community Services

Jackson County
Anchor House, Inc.
Boys and Girls Club of Seymour
Girls Inc. of Jackson County
Human Services Inc. of Jackson County
Red Cross
The Clothes Closet
Turning Point Domestic Violence Services

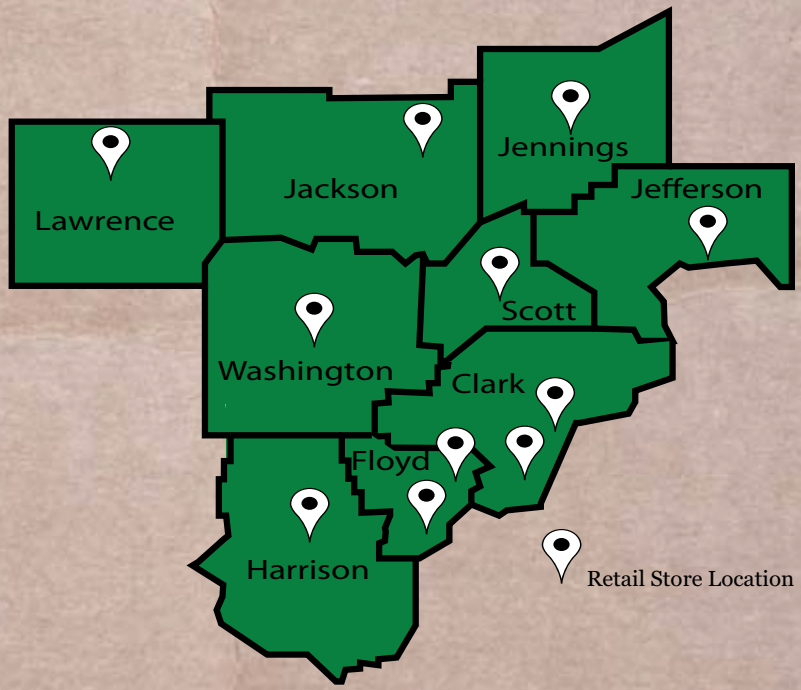
Jefferson County
Jefferson County Office of Families & Children
Red Cross

Jennings County
Jennings County Coordinating Council
Jennings County Council on Domestic Violence
Sand Creek Township Trustee

Lawrence County
Hoosier Uplands Head Start
Red Cross
Salvation Army

Scott County
Cradle*
Red Cross
Scott County Clearinghouse

Washington County
Bradie Shrum Elementary
Hoosier Hills Pact – Spouse Abuse Center
Southern Hills Church
Washington County Trustee
West Washington Elementary



*Indicates new partner in 2014

GOODWILL *by the* NUMBERS

11 Retail Stores

Bedford
Clarksville
Corydon
Floyds Knobs
Jeffersonville
Madison
New Albany
North Vernon
Salem
Scottsburg
Seymour

57 Donation Express Sites

DONATE

- **260,964** Donors
- **467** Volunteers
- **$23,786** Raised through Change Round Up
- **54** Vehicles Donated

SHOP

- **710,265** Shoppers
- **$11.17** Average Transaction

Our Mission
Serving children, adults and our community through the power of donated goods.

Our Vision
Empowering people to achieve their potential.

CHANGE LIVES

5,346 Total Clients Served

- JOB CONNECTION CENTER
- VOCATIONAL SERVICES
- CHILDREN'S LEARNING CENTER
- PEDIATRIC THERAPIES
- BOOK OF MY OWN
- VOUCHER PROGRAM
- RECYCLING
- GOODWILL STORES

PROGRAM RESULTS

- **567** Assisted in Finding Employment
- **4,600** Individuals Received Goodwill Vouchers
- **179** Children Served Through Pediatric Therapies and Goodwill's Children's Learning Center
- **$9.01** Average Hourly Wage of Vocational Services Clients
- **29,592** Books Given Away Through Book of My Own
- **$91,990** Total Value of Vouchers Distributed to Families in Crisis
- **4,512,297** Pounds of Waste Recycled
- **266,359** Pounds of Electronics Recycled

Together we make a difference.

All numbers reflect July 1, 2013 - June 30, 2014

"Thank you, Goodwill!"

CRYSTAL LOVETT

In 2011 Crystal's life came crashing down around her when her partner of 17 years passed away. When he passed away she lost everything.

She only had the clothes on her back and was living in Bowling Green, KY. She decided it was time to move back in with her mother to her home in Southern Indiana. Crystal was depressed and for almost a year she was just going through the motions day to day. Finally she decided it was time to get up off the couch and get productive. She was referred to Goodwill of Southern Indiana's Vocational Services Program, where she met a case worker who was determined to help.

"I have a future now!"

She said the process involved "looking for a job, get yourself presentable for a job, get a job, and then keep the job." Goodwill not only helped her with the process of looking for a job but also with interview clothes, work clothes, and bus passes. "With everyone pushing me I was motivated to look. I knew it would work out for me." Noticing that Crystal was depressed her case manager worked with her to get her the help she needed. Crystal found assistance with a counselor that helped her deal with depression. Life started improving and Crystal found a job!

"I strive now to get someone else to feel the way I feel about going through this program. I say 'You need to go to Goodwill 'cause they really help you. They really show you the ins and outs of how to present yourself, how to get a job, and how to keep a job.' " Since gaining employment Crystal's able to help her mother with bills, buy a car, and even save some money for the first time in fifteen years. "Life is hard. Period. You have to be strong enough to push the negative out of the way and keep going."

Crystal talks about her success with Goodwill's Vocational Services program, "I've accomplished a lot! I am who I'm supposed to be now. I have my confidence back, and I want to make the best of whatever is left. I have a future now." Crystal is 'thankful for Goodwill.'

THANK YOU FOR YOUR GENEROUS DONATIONS.

Goodwill of Southern Indiana appreciates all donations. This report recognizes donors who contributed from July 1, 2013 to June 30, 2014. We sincerely apologize if a name has been omitted or misspelled.

Distinction
$25,000+

Metro United Way

Empowerment
$10,000 - $24,999

Brown-Forman

Dignity
$2,500 - $9,999

John and Candice Barksdale
Wilton J. Aebersold

Ability
$1,000 - $2,499

Cody Family LLC
Leslie Lewis & Associates
Norman E. Pfau
The CLU for Patrick T. Cody Trust
The CLU for Shane A. Cody Trust
Thompson Law, LLC
Van and Kathryn Willis
Clark Memorial Hospital
Rob Hinkle
Sonya Shull
Indiana Paths to Quality

Heroes
$250 - $999

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Lora Edwards
Jana Fisher
Lisa Houser
Katherine Simpson
Stephen Lowell
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Shane A. Cody
Lucas Oil Products, Inc.
Patrick T. Cody Trust
Shane A. Cody Trust
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John Cervenaki
Bonnie Davis
Caren and George Marshall
Ed and Linda Martin
Anonymous
G.E. United Way
Martin Padgett

2014 Mardi Gras Sponsors

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Planet Gain

Platinum Sponsor
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BB&T Banking and Insurance Services
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Rumpke
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Clear Channel Media & Entertainment
Climatec, LLC
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Monroe Shine & Co.
Mountjoy Chilton Medley LLP
True Colors Tanning
Underproduction Multi-Media
Your Community Bank

Green Sponsors
Brittany Blau - Attorney at Law
Bottom Sign Company
Business Health Plus, Inc.
C&K Systems, Inc.
Carney English Station, LLC
Champion Telecommunication LLC
Deming, Malone, Livesay & Ostroff
Dorcy International
Duke Energy
L&D Mail Masters
River Valley Financial Bank
Rodefer Moss & Co., PLLC
Southern Indiana Rehab Hospital
Stemler Corporation
Thompson Law, LLC

2013 Mardi Gras In-Kind Donors

1875 Homestead B & B
Actor's Theatre
Aebersold Florist
Alex and Ani
Angie Maxwell
Ann's Chem-Dry
Anonymous
Applebee's
Arbonne Independent Consultant
Arnold Palmer
Arthur Murray Dance Studio
Auntie Anne's Pretzel Perfect
Autograph Gallery
Avanti Skin Center of Louisville
Bean St. Coffee Shop
Beef O' Brady's Corydon
Bella Vita Salon
Belle of Louisville
Belterra Casino and Resort
Benihana Inc.
Benton Fine Jewelry
Big Splash Adventure Indoor Water Park & Resort
Bits & Pieces Puzzles
Bluegrass Paint
Books A Million
Brown Hotel
Brown-Forman
Build-A-Bear Workshop
Cannon's Florist
Carolyn Wilson
Chatham Facial Plastic Surgery Group
Cheddar's
Cheesecake Factory
Chicago Cubs
Children's Museum of Indianapolis
Christmas Tree Shop
Churchill Downs, Inc.
Cincinnati Bengals
Cincinnati Museum Center
Cindy & Greg Burns
Clarion Hotel
Clear Channel
Coach Purses
Coca-Cola North America Group
CoCo Keys Water Resort
Coit Cleaners
Concept Prints Incorporated
Corydon Cinemas
Cracker Barrel
Cuisinart
Daisey Mae's Country Cookin'
David Reinhardt, Clark Co. Treasurer
Davis Jewelers
Derby Dinner Playhouse
Desired Effect
Destinations Booksellers
Diamond Dave's
Disney World Resorts
Dr. Kellems
Dr. Michael Kirchner, DDS
Dungy Family Foundation
Earth & Fire Pottery by You
Earth First
Fantastic Sams Hair Salons
FireKing
Frazier International History Museum
Frisch's Restaurants / Golden Corral Corp.
Geo. Pfau's Sons Company
Gordon Food Service, Inc.
Green Mountain Coffee Roaster
Hallmark - Kirlins
Harrah's
Hartman Dental Associates
Heine Brothers Coffee
Heuser Hardware Co., Inc.
High Maintenance Salon
Highlights For Children Donation
Holiday World and Splashin' Safari
Hyatt Place Louisville East
Ideal Image
Imagination Movers
Indiana Fever
Indiana Ice
Indiana Pacers
Indiana Repertory Theater
Indiana State Fairgrounds
Indiana University
Indianapolis Colts
Indianapolis Indians
Indianapolis Symphony Orchestra
Indianapolis Zoo and Gardens
Jack Fry's Restaurant
Jacobi Sales Inc.
Jazzercise
JC Penney
Joe Huber's Family Farm and Restaurant

Joe's Car Wash
John Jones GM City
John Travolta Fan Club
Kaiser Wholesale Inc.
Keeneland
Kennedy Space Center Visitor Complex
Kentucky Derby Museum
Kentucky Horse Park
Kentucky Kingdom and Hurricane Bay
Kentucky Science Center
Koetter & Smith
Lake Rudolph Campground
Laughing Derby
Legoland California
Leslie Lewis & Associates
Lester Allen
Lost River Cave
Louisville Ballet
Louisville Bats
Louisville Zoo
MainSource Bank
Marengo Cave & Cave Country Canoes
Megan Hile Photography
Melitta
Merry Maids
Mom's Music
Mortenson Family Dental
Mr. and Mrs. Bill White
Muhammad Ali Center
Nancye's Nail Spa
National Corvette Museum
Newport Aquarium
OMP & Northgate Urgent Care
One Stop Sports
Organic Valley
Otter Box
Our Lady of Providence Jr Sr High School
Paoli Peaks
Paul W. Ogle Cultural & Community Center
Pediatric Plus Home Heathcare Services, LLC
Perfect North Slopes
PeyBack Foundation
Pizza King
PNC Bank
Priority Radiology
Purdue University
RACO Industries LLC
Rising Star Casino Resort
Royal Candy Company
Salem Speedway
Schimpff's Confectionary
SFG Foods
Shedd Aquarium
SIGS Sportsplex
Southern Indiana Radio Network
Squire Boone Caverns
St. Elmos Steak House
Steve's Natural Choices
Strandz & Threadz
Sun Tan City
Ted's Cigars
Terri Lynn's Catering
Texas Roadhouse
The Fun Farm
The Marketing Company
The Museum of Science and Industry
The Orange Clover
TJ Maxx Donations
Tony Dungy
TownePlace Suites
Tropicana Evansville
True Colors Tanning Salon
Tumbleweed
UHL Truck Sales
United Graphics
University of Kentucky
Valerie Roe
Valley View Golf Club
Victoria's Secret
W&SFG Masters & Women's Open
Walnut Ridge Nursery
Winstons Restaurant
Wooded Glen
Wooded View Golf Club
Woodhaven Country Club
YMCA of Southern Indiana

Vocational Services Partners

Budget Services
CVS
Dr. Colon Dental Office
Goodwill of Southern Indiana
Kentucky State Fair Board
Malone Staffing
Meijer
Sam's Club
Service Net Warranty, LLC

To make a financial gift please go to www.goodwillsi.org. For more information about financial gifts please contact Candice Graves, Marketing Coordinator, toll free 1-800-660-3355, or by e-mail at cgraves@goodwillsi.org

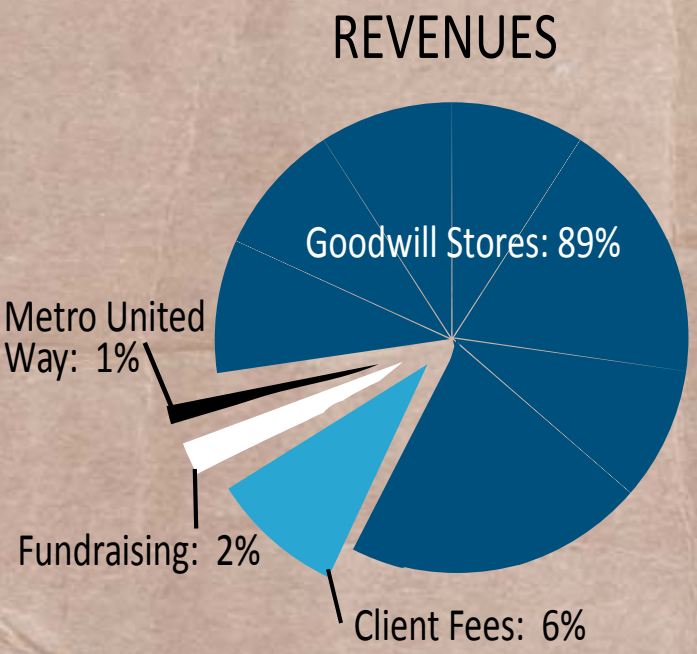
Financials

Assets, Liabilities, and Net Assets	
Total Assets	$15,695,326
Total Liabilities	$4,711,745
Total Net Assets	$10,983,581

Total Annual Revenues	
Goodwill Stores	$11,970,371
Client Fees	$782,182
Fundraising	$205,596
Metro United Way	$173,461
Auto Auction	$73,821
U.S. Dept. of Agriculture	$56,926
All Other Revenue Sources	$604,865
	$13,867,222

Total Annual Expenses	
Programs	
Donated Goods Retail	$11,097,695
Children's Learning Center	$1,230,979
Employment Resources	$257,141
Family Support Services	$5,399
Fundraising	$180,524
Auto Auction	$44,246
Administration	$555,513
	$13,371,497

Change in Net Assets	$495,725



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Fiscal Year 2014

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Van Willis
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Pam Thompson, Ex-officio

Executive Team

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Chief Executive Officer

Bonnie Davis
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Joel Henderson
VP of Human Resources

Paul Kichler
VP of Children & Family Services

Chris Locke
VP of Employment Services

Ed Martin
Chief Financial Officer

Debra Tiller
Executive Assistant

Thank you to the many individuals and teams who participated in the development of this annual report. Special acknowledgments to our partners for their generous support and passion for Goodwill.

Visit our website: www.goodwillsi.org
Become a fan on facebook: www.facebook.com/GoodwillSI
Follow us on twitter @GoodwillSI

Request for Information:
Goodwill of Southern Indiana, Inc.
c/o Executive Assistant
1329 Applegate Lane
Clarksville, IN 47129

Mission
Serving children, adults, and our community through the power of donated goods.

Vision
Empowering people to achieve their potential.

Goodwill of Southern Indiana, Inc. has the highest level of accreditation from CARF, an independent non-profit accreditor of health and human services.

Goodwill of Southern Indiana, Inc.
1329 Applegate Lane
Clarksville, IN 47129

1 (800) 660-3355
www.goodwillsi.org

shopgoodwill.com

BBB ACCREDITED CHARITY

NECPA

United Way
Metro United Way