

Consolidated Statement of Financials Activity

For Fiscal Year Ending 2008

Revenue

Vocational Services	602,428
Contract Sales	753,010
Retail Sales	7,760,066
Contribution Revenue - Donated Goods	4,414,509
United Way	3,005
Other Funding Sources	67,788

Total **\$13,600,806**

Expenses

Salaries, Wages, Benefits	5,206,393
Cost of Goods Sold - Donated Goods	4,363,744
Other Expenses	3,872,039
Depreciation Expenses	343,777
Increase in General Fund	(551,495)

Total **\$13,600,806**

Consolidated Statement of Financial Condition:

For Fiscal Year Ending 2008

Assets

Cash & Short-Term Investments	328,120
Accounts Receivable	274,857
Inventory	609,096
Prepaid Expenses	74,410
Endowment	167,794
Land, Building, Equipment (Net)	1,431,631
Miscellaneous	85,745

Total Assets **\$2,971,653**

Liabilities & Net Worth

Accounts Payable	400,054
Accruals	545,574
Notes Payable	545,678
Line of credit	180,000
Net Worth	1,300,347

Total Liabilities **\$2,971,653**

Active community support
from Goodwill



Goodwill Industries of Northwest Ohio is audited by Weber O'Brien Ltd.,
Certified Public Accountants and Strategic Business Advisors.

2008 Client / Service Statistics

Individuals Served—1,804

Goodwill Industries of Northwest Ohio served 618 Individuals in 2008. The following figures specify the number of people served in each category.

Community Employment Services—594

During 2008, Goodwill's team of placement specialists served 206 individuals and found employment for 50 people. As a result, these newly employed individuals will add more than \$540,000 in new spending power in Northwest Ohio.

Computer Skills Training—49

Goodwill's distance-learning computer skills lab allows enrollees to access tutorials including Access, Excel, Word and Power Point from online. Tutorials are available in Spanish and English.

Janitorial and Housekeeping Training—29

Goodwill's janitorial and housekeeping training services provide participants an income while they learn and perfect marketable custodial skills.

Light Building Maintenance—10

Goodwill's light building maintenance training includes light electrical and plumbing, painting, drywall work, general building repair, basic carpentry and janitorial skills.

Rehabilitation Technology—349

Goodwill provides assistive technology services (ATS). ATS uses devices and services to reduce barriers and enhance independence for individuals with disabilities. These aids and adaptations allow individuals with disabilities to function independently in vocational and educational pursuits.

An assistive technology device is any item or piece of equipment that is used to increase or maintain the functional capabilities of individuals with disabilities.

Individuals receiving services include those who have learning disabilities; are visually impaired or blind; have quadriplegia, hemiplegia, paraplegia, multiple sclerosis, amyotrophic lateral sclerosis; or are amputees or have stroke involvement.

Goodwill Family Resource Center, Cambodia—599

Goodwill of NW Ohio in cooperation with GII and Digital Divide Data operated a center in Phnom Penh, Cambodia, providing vocational and life skill training to disabled and rural poor.

Vocational Evaluation—174

Comprehensive vocational evaluation provides an array of interest, academic achievement, aptitude, and work sample ("hands-on" activities) testing to assist in determining realistic job goals based on interests, abilities and any barriers to employment to client may have. Appropriate job accommodations can also be determined, if needed.

MISSION

Goodwill Industries of Northwest Ohio is a nonprofit organization providing assessment, job training and placement that assists people with disabilities and other work-related disadvantages to become independent. Goodwill accomplishes this mission by operating both retail stores and other businesses within the community to provide on-the-job training and fund Goodwill's programs.

VISION

Goodwill Industries of Northwest Ohio aspires to be a vital link between local business and trained workers. The organization is a community resource that assists people with disabilities and other work-related disadvantages to obtain economic independence. Goodwill develops new and increasingly effective programs in response to community growth and change.