

Consolidated Statement of Financials Activity

For Fiscal Year Ending 2009

Revenue

Vocational Services	446,775
Contract Sales	700,945
Retail Sales	8,224,538
Contribution Revenue - Donated Goods	4,075,571
United Way	1,491
Other Funding Sources	129,441

Total **\$13,578,761**

Expenses

Salaries, Wages, Benefits	4,928,969
Cost of Goods Sold - Donated Goods	4,164,065
Other Expenses	3,867,890
Depreciation Expenses	313,241
Increase in General Fund	304,596

Total **\$13,578,761**

Consolidated Statement of Financial Condition:

For Fiscal Year Ending 2009

Assets

Cash & Short-Term Investments	214,741
Accounts Receivable	264,729
Inventories	557,535
Prepaid Expenses	75,953
Endowment	369,306
Land, Building, Equipment (Net)	1,185,366
Miscellaneous	85,745

Total Assets **\$2,753,375**

Liabilities & Net Worth

Accounts Payable	80,656
Accruals	558,246
Notes Payable	509,530
Net Worth	1,604,943

Total Liabilities **\$2,753,375**

*Active community support
from Goodwill*



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

2009 Client / Service Statistics

Individuals Served—751

Goodwill Industries of Northwest Ohio served 751 Individuals in 2009. The following figures specify the number of people served in each category.

Community Employment Services—279

During 2009, Goodwill's team of placement specialists served 206 individuals and found employment for 34 people. As a result, these newly employed individuals will add more than \$540,000 in new spending power in Northwest Ohio.

Computer Skills Training—18

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—45

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

Light Building Maintenance

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

Rehabilitation Technology—227

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.

Janitorial and Industrial Contracts—47

Through its janitorial/Industrial contracts department, Goodwill created on-going employment for 47 individuals in 21 contract sites throughout Northwest Ohio.

Vocational Evaluation—182

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 assists people with barriers to employment to achieve independence.

VISION

Goodwill Industries will demonstrate locals, regional, and global leadership in providing life-enhancing services to people with barriers to employment.