

Consolidated Statement of Financials Activity

For Fiscal Year Ending 2010

Revenue

Vocational Services	427,448
Contract Sales	664,204
Retail Sales	8,955,179
Contribution Revenue - Donated Goods	4,399,574
United Way	2,697
Other Funding Sources	88,637

Total **\$14,537,739**

Expenses

Salaries, Wages, Benefits	5,221,764
Cost of Goods Sold - Donated Goods	4,427,848
Other Expenses	4,150,540
Depreciation Expenses	300,009
Increase in General Fund	437,578

Total **\$14,537,739**

Consolidated Statement of Financial Condition:

For Fiscal Year Ending 2010

Assets

Cash & Short-Term Investments	579,008
Accounts Receivable	262,749
Inventories	572,195
Prepaid Expenses	79,318
Endowment	371,488
Land, Building, Equipment (Net)	1,096,986
Miscellaneous	172,924

Total Assets **\$3,134,668**

Liabilities & Net Worth

Accounts Payable	77,244
Accruals	614,752
Notes Payable	400,151
Net Worth	2,042,521

Total Liabilities **\$3,134,668**

*Active community support
from Goodwill*



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

2010 Client / Service Statistics

Individuals Served—1,179

Goodwill Industries of Northwest Ohio served 1,179 Individuals in 2010. The following figures specify the number of people served in each category.

Community Employment Services—608

During 2010, Goodwill's team of placement specialists served 608 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—42

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

Summer Youth Program—32

Goodwill's Summer Youth Program served 32 young people in 2010 giving them on-the-job work experience along with helping them develop good work habits.

Rehabilitation Technology—277

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—55

Through its janitorial/Industrial contracts department, Goodwill created on-going employment for 55 individuals in 27 contract sites throughout Northwest Ohio.

Vocational Evaluation—147

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 local, regional, and global leadership in providing life-enhancing services to people with barriers to employment.