



Goodwill

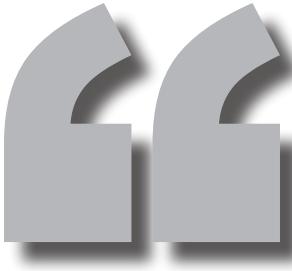
Industries of Northwest Texas

2013 ANNUAL REPORT

Creating job **OPPORTUNITIES** for people with barriers to **EMPLOYMENT**

Goodwill Industries of Northwest Texas exudes a progressive and diverse attitude toward our mission. We recognize the value of all people, regardless of individual barriers and strive to provide the community with the means to defeat employment barriers. We actively provide services to 7 counties; however, 38 additional counties within our catchment may access our services at no expense to the participant

Armstrong	Hansford	Swisher
Bailey	Harley	Terry
Briscoe	Hemphill	Wheeler
Carson	Hockley	Yoakum
Castro	Hutchinson	
Cochran	Kent	OKLAHOMA
Collingsworth	Lamb	Beaver
<a>Crosby	Lipscomb	Cimarron
Dallam	Lubbock	Texas
Dawson	Lynn	
Deaf Smith	Moore	
Dickens	Motley	
Donley	Ochiltree	
Floyd	Oldham	
Gaines	Parmer	
Garza	Potter	
Gray	Randall	
<a>Hale	Roberts	
Hall	Sherman	



Words from our Chairman

As we reflect on the past year, Goodwill Industries of Northwest Texas is proud to demonstrate our good works accomplished. Since opening our doors forty-six years ago, we have embodied our mission to create job opportunities for people with barriers to employment and work endlessly for its fulfillment. This past year, we have been humbled by the generous support of our donors who believe in the work we do.

It is our belief that every member of our community should be afforded the opportunity to support their family or live independently with the security of knowing they are capable of achieving real work. Every individual served through our workforce programs deserves the right to earn a respectable and dignified wage. In response to this belief, we tailor our workforce programs to optimize each of our participant's goals.

At Goodwill Industries of Northwest Texas, we build value in the hearts of our population served. We mold the talent that was not ours, but inherent in the individuals who take the step toward bettering their lives. It is due to the many successes we have personally witnessed that we hold steadfast in our goal to defeat barriers to employment. We recognize that the need for our services is great and we remain committed to serving our community to cultivate its greatest potential.

Sincerely,

Charles C. Parr
Chairman of the Board
American National Bank





04.2013

Honored recipient of the
Workforce Solutions South
Plains "EMPLOYER OF THE
YEAR" award



08.2013

E-Commerce division launched
in August of 2013. Visit at www.shopgoodwill.com

11.2013

Acquisition and refurbishment
of a new Career Center facility
with access to the Lubbock
area bus lines

document **DESTRUCTION**

In 2013 Goodwill Industries of Northwest Texas (GINWT) Document Destruction Program employed 13 individuals resulting in wages of more than \$236,253 in payroll and payroll related expenses for the Lubbock division. In accordance with Texas Industries for the Blind and Handicapped (TIBH), GINWT ensures that the 75% / 25% employment ratio for people with disabilities is maintained. Within the Document Destruction Program, individuals who may have barriers preventing them from securing sustainable employment are afforded the opportunity to earn an income so that they can provide for themselves and their families. The goal of this department is not necessarily to make a profit, but rather to eliminate barriers as an obstacle to employment.

Dell Reconnect

Goodwill Industries of Northwest Texas maintains an active partnership with Dell which greatly enhances our community. Setting a positive example, GINWT sells unwanted, damaged, inoperable or outdated personal computers and components to Dell Reconnect for a per-pound profit. By ridding the community of excess waste, GINWT promotes a positive green environment. This exciting program makes getting rid of old technology easy and free to the community. All proceeds go directly to Goodwill so donations not only keep used electronics out of landfills but every donation helps someone in the community with a barrier to employment receive work and life skills through this Dell-sponsored program.



ZEINAB ALI

My story with Goodwill begins after I graduated ESL (English as a Second Languange) class and got my CED. I realized that I did not have computer skills. My first visit was to Amarillo College. Unfortunately at that time it was already two weeks into the semester with no beginner's class offered. I went to the public library and found out that there was a class available one day per week for one hour. It was there when I and another gentleman were advised by a lady at the library to go to Goodwill for free computer training. I knew the store, but did not know anything about the Career Center. The next day I came back, filled the application, and met Maria, an employee there. She told me that right now there was no class, but she gave me the schedule for the fall.

I did not go back until one day my aunt told me that there were ladies from Goodwill looking for me at my house. It was the first time anyone from any school did that for me. I still remember it as it was a big day for me for sure. I will remember it. I attended the class, and I knew those ladies were serious, so I became serious about the class too. I had to learn, so I did well in typing, Microsoft Word, and in 2013 spring I came back for Intermediate - to study Excel, and PowerPoint.

As soon as I graduated I found a job as a phlebotomist, and computers are very important for this job. A person who has no computer skills cannot get a job as a phlebotomist. This year I got a raise because of the computer - I know how to use computers, and I know how to use the system at the hospital.



“

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CLYDE TOWNSEND

Hi! I'm Clyde Townsend and I work in Document Destruction at Goodwill Industries of Northwest Texas. I retired from the machine shops and metal working industries in 2006 at 72 years of age due to an OJI (on the job injury) that left me with less than 20% vision in my left eye. Because of this injury the company felt like I could no longer do my job. It was probably best because I was slowing down and having a harder time lifting heavy objects.

In 2010 I realized that I was going to have to go back to work, at least part-time. I did get a job, part-time with a security company. It turned out to be more part than time so I started looking for other work. I found out about the computer classes at Goodwill Industries so applied there. The instructor was very helpful and patient with me while teaching me how to use the computer to make job searches online. I am now confident in the use of a computer. While in the class I was hired by Goodwill as a shredder in Document Destruction, a job that is very easy for me to do and supplements my social security quite well. I am very thankful for this help and job as I had applied many places but my age was against me. Goodwill Industries is very good about helping people who cannot find work elsewhere and in finding jobs for people.



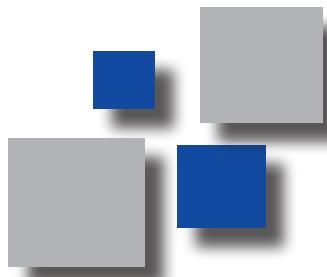
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Amarillo, Texas

Our Amarillo facility provides an all-in-one Goodwill experience. Spread throughout a spacious 50,000 sq. ft, we operate our production warehouse, retail store, workforce development programs, and a fully functional document destruction department.





Aerial shot featuring a glimpse of our Amarillo retail operation



Technology Lab for computer skills training. Our computer lab is capable of accommodating up to 16 participants per course. Successful completion of a qualifying course earns the participant a certification through South Plains College



Our workforce development lobby features an open computer and telephone bank for job seekers to search and apply for jobs

FACTS & FIGURES

Goodwill Industries of Northwest Texas
 GINWT Contract Services
 Combined Statements of **CASH FLOWS**
 Years Ended December 31, 2013 & 2012

CASH FLOWS FROM OPERATING ACTIVITIES

	2013	2012
Increase in Net Assets	\$ 289,625	\$ 785,761
Adjustment to reconcile increase in net assets to net cash provided by operating activities:		
Depreciation and Amortization	\$ 225,260	\$ 236,149
Changes in Operating Assets and Liabilities		
Accounts Receivable	\$ 364,385	\$ (342,583)
Inventory	\$ (10,853)	\$ (74,436)
Prepaid Expenses	\$ (3,864)	\$ 22,608
Accounts Payable	\$ (78,056)	\$ 94,194
Accrued Expenses	\$ 27,939	\$ 23,791
Deferred Revenue	\$ 10,265	\$ -
Net Cash Provided by Operating Activities:	\$ 824,701	\$ 745,484

CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of Property and Equipment	\$ (683,168)	\$ (474,877)
Purchase of Loan Fees	-	\$ (4,241)
Net Cash Used in Investing Activities:	\$ (683,168)	\$ (479,118)

CASH FLOWS FROM FINANCING ACTIVITIES

Net Borrowing from (Payment of) Notes Payable	\$ 333,080	\$ (12,035)
Net Cash Used in Financing Activities:	\$ 333,080	\$ (12,035)

NET INCREASE IN CASH AND CASH EQUIVALENTS

CASH AND CASH EQUIVALENTS – BEGINNING OF YEAR	\$ 1,714,836	\$ 1,460,505
CASH AND CASH EQUIVALENTS – END OF YEAR	\$ 2,189,449	\$ 1,714,836

Supplemental Disclosure for Cash Flow Information:

Cash paid for interest	\$ 23,018	\$ 9,205
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Goodwill Industries of Northwest Texas
 GINWT Contract Services
 Combined Statements of **ACTIVITIES**
 Years Ended December 31, 2013 & 2012

UNRESTRICTED NET ASSETS:

REVENUES

Public Support

	2013	2012
Contributions – General	\$ 5,615	\$ 6,532
Contributions – Donated Goods	\$ 4,390,997	\$ 4,301,183
Net Assets Released From Restrictions	\$ 470,040	\$ 421,315
Total Public Support	\$ 4,866,652	\$ 4,729,032

Program and Other Revenue

Rehabilitation	\$ 12,063	\$ 19,068
Sales to the Public	\$ 715,450	\$ 519,793
Salvage Sales	\$ 1,099,556	\$ 1,006,523
Contract Income	\$ 3,191,384	\$ 3,278,099
Investment Income	\$ 7,290	\$ 4,116
Vending Income	\$ 1,647	\$ 1,937
Total Program & Other Revenue	\$ 5,027,390	\$ 4,829,536
Total Revenues	\$ 9,894,042	\$ 9,558,568

EXPENSES

Program Services	\$ 8,415,490	\$ 7,528,451
Management and General	\$ 1,128,911	\$ 1,198,901
Fund Raising	\$ 27,371	\$ 34,047
Total Expenses	\$ 9,571,772	\$ 8,761,399

INCREASE IN UNRESTRICTED NET ASSETS	\$ 322,270	\$ 797,169
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TEMPORARILY RESTRICTED NET ASSETS

Contributions and Grants	\$ 437,395	\$ 409,907
Net Assets Released From Restrictions	\$ (470,040)	\$ (421,315)

CHANGE IN TEMPORARILY RESTRICTED NET ASSETS

\$ (32,645) \$ (11,408)

INCREASE IN NET ASSETS

\$ 289,625 \$ 785,761

NET ASSETS – BEGINNING OF YEAR

\$ 4,743,755 \$ 3,957,994

NET ASSETS – END OF YEAR

\$ 5,033,380 \$ 4,743,755

GRANTS



2013

Lubbock Area United Way

CH Foundation

South Plains Foundation

J.T. and Margaret Talkington
Charitable Foundation

Diekemper Family
Foundation

Lubbock Lions Club

United Way of
Amarillo & Canyon



Amarillo
1904 Bell Street
(806) 331.6890

Levelland
2208 East Hwy 114
(806) 894.6510

Lubbock
714 34th Street
(806) 687.5046

715 28th Street
(806) 744.8419

1940 34th Street
(806) 747.3733

5710 Spur 327
(806) 796.8610

Plainview
1715 West 5th Street
(806) 293.1055

Wolfforth
702 Hwy 62
(806) 866.0320

Coming in 2014:
612 W Loop 289
2121 Marsha Sharp Fwy

BOARD OF DIRECTORS:

BOARD PRESIDENT:	Charles C. Parr, American National Bank
PRESIDENT ELECT:	Will Baker, United Supermarkets
VICE PRESIDENT:	Rafael Aguilera, Covenant Health
TREASURER:	Judy Darby, American State Bank
SECRETARY:	Michelle Aliff, Aliff Vocational Consulting
PAST PRESIDENT:	Adrienne Cozart, UMC Health Systems

MEMBERS:

Christye Weld, <i>Built for Dreams</i>	Shari Keyer, <i>Amarillo National Bank</i>
Paula Ammons, <i>Executive Administration</i>	Felicia Powell, <i>Workforce Solutions</i>
Lucio Castro, <i>United Supermarkets</i>	Prisca Hernandez, <i>United Supermarkets</i>
Jimmy Dirks, <i>Cox / Dirks Architects</i>	Kimberly Pruiett, <i>Pruiett PLLC</i>
Jeff Fowler, <i>Aycock & Fowler Insurance</i>	Don Richardson, <i>Security State Bank</i>
Jo Henderson, <i>Retired</i>	Gwen Titus, <i>Workforce Solutions</i>
Bobbie Howard, <i>Workforce Solutions</i>	Casey Wood, <i>Kelly Wood Company</i>
Clayton McElroy, <i>ARPS Medical</i>	Tom White, <i>Dennis Bros. Printers Inc.</i>

EX OFFICIO:

Lynn Elms,
Retired

