



**I am, the story  
behind the store.**

Goodwill Industries of Southern Oregon  
Annual Report 2013

# President's Report

Many people think of Goodwill as a chain of thrift stores or a place to take their unwanted stuff. What you may not know is that behind every store there is a story. We believe Goodwill's story must be told. Did you know: in 2013 Goodwill served 2,571 people in numerous programs throughout six counties? We want that number to grow and we need your help. I ask that you get involved as a volunteer, open jobs for those who are trained and ready, or simply become a mentor to someone who is working to change their life.

For Southern Oregon Goodwill there are 47 years of success stories and your donations help us write new stories every day. In this 2013 Annual Report, we share some compelling journeys of people whose strength and determination amazes me, as I hope they will for you. To hear these stories in their own words, visit [www.sogoodwill.org](http://www.sogoodwill.org).

Our goal is to serve 8,000 persons over the next three years. As we continue to grow, we strive to become a leader in providing choice, change and hope.



Our stories of success could not be penned without the generosity of our community. 85% of every retail dollar generated by your donations is reinvested into the programs and services we offer. By donating and shopping at our Goodwill stores you create opportunity. Together we can change lives and help people write their next chapter in a better life.

On behalf of the Goodwill Board of Directors, Staff and Clients, a heart-felt thank you!

Gayle Byrne  
President/CEO

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# The Story Behind the Store

See how Malissa changed her life at [www.sogoodwill.org/story](http://www.sogoodwill.org/story)



**M**alissa was 20 years old, living in a group home and pregnant with her first child when she found her way to Goodwill, seeking support to live on her own. Being a single mom with a developmental disability wasn't her only hurdle to independent living; she abused drugs to cope with years of family abuse and neglect. Goodwill Program Specialist Teresa gave Malissa the tools and support she needed to set goals and take steps to providing a stable home, giving her children a better childhood than she had.

## The Story Behind the Store

Meet Anthony at [www.sogoodwill.org/story](http://www.sogoodwill.org/story)

**S**ince a tragic car crash paralyzed him from the knees down 24 years ago, Anthony has been proving to others what he CAN do from his wheelchair. But at 32, he couldn't do enough to make ends meet. "A guy can't live on \$400 a month. I wanted to better myself and called Pam at Goodwill." An employment specialist, Pam helped him find the federal "Ticket to Work" program and business start-up grants. Eight years later, Anthony is still defying expectations and operating a successful landscaping company.



# 2013 Local Impact

over  
**300**  
people are placed in  
jobs per calendar year



more than

**2,500**

possible job candidates

**83%**

of job placements are in high  
demand sectors

## Goodwill

**182**  
local employers gain  
qualified, talented  
employees



**\$4.7 Million**

in wages put  
back into local  
communities



## The Story Behind the Store



Walk a mile in Larry's shoes at [www.sogoodwill.org/story](http://www.sogoodwill.org/story)

Larry is a proud man. He is proud that at 54 he lives in Lakeview where he enjoys the small, historic town's annual parades and community events. He is proud to pay the bill at his favorite diner every morning before he and his wife, Beverly, who both have developmental disabilities, check in with Goodwill's supported living specialists. And extremely proud of his job at the 39'er Card & Bargain store. "I like to be in the community and to be independent," Larry says. He appreciates being respected and trusted by his employers, Mike and Terry Beeson. Yet he hasn't stopped pursuing a food handler's license because he'd be proud to work at his favorite local restaurant with help from Goodwill.

# The Story Behind the Store

Hear Christina's amazing journey at [www.sogoodwill.org/story](http://www.sogoodwill.org/story)



**A**t 27, Christina found the resolve to overcome “a series of bad choices” that began with leaving home at only 13. She dropped out of high school and associated with people who brought drugs and physical abuse into her life. Christina’s lowest point was when she lost custody of her oldest daughter. The judge’s decision gave her the wake-up call to make radical lifestyle changes and provide stability for her four kids. At Goodwill, she acquired skills and set goals to become a legal assistant for a local attorney.

Today her job and support from Goodwill helps her make good choices. Whenever and where ever she can, she shares her story to help other people find their path to self-sufficiency. She definitely has a bright future.

From its start in

**Jan. 2013**

funded by a grant  
from the Walmart Foundation

**BEYOND JOBS**

**& GOODWILL**

HAVE SERVED OVER

**200 WOMEN**  
in Southern Oregon

as a partner, in a greater goal to serve:

**12,250**  
NATIONWIDE

## BEYOND JOBS

Goodwill Industries of Southern Oregon is one of 45 Goodwill® agencies delivering an innovative program, through a collaborative partnership with the Walmart Foundation, that provides job training and placement services to women. Beyond Jobs connects women with the tools they need to advance their careers, succeed in the workforce, and achieve personal and career goals. Goodwill Program Specialists work with participants to identify current job skills, define career goals and determine the best path to a better job. In addition, program participants will receive ongoing support from Goodwill to help insure success in their new career.

# Goodwill Green

2013 was a year of new beginnings and record breaking success in sustainability. We reached an all-time high in recycling, diverting 5 million pounds of unwanted goods from landfills. In August we launched a new vehicle donation program in partnership with Cars Helping Charities. You can now donate any vehicle (RV, Truck and/or boat) in any condition! In addition, we celebrated a new record in Ewaste recycling as a green partner with the Oregon DEQ's e-cycle program. This year we saved over 1 million pounds of computers, televisions, video game systems and more from local landfills!

We take all electronics, working or not, at donation drop offs in Ashland, Central Point, Grants Pass, Klamath Falls, Medford, Roseburg and White City.

Discover our impact at [www.sogoodwill.org/green](http://www.sogoodwill.org/green)

## 2013 Recycling Impact

- 2.44 million pounds of textiles
- 529 thousand pounds of books
- 309 thousand pounds of mixed metal
- 235 thousand pounds of shoes
- 63 thousand pounds of plastic toys
- 28 thousand pounds of stuffed animals
- 1.12 million pounds of Ewaste



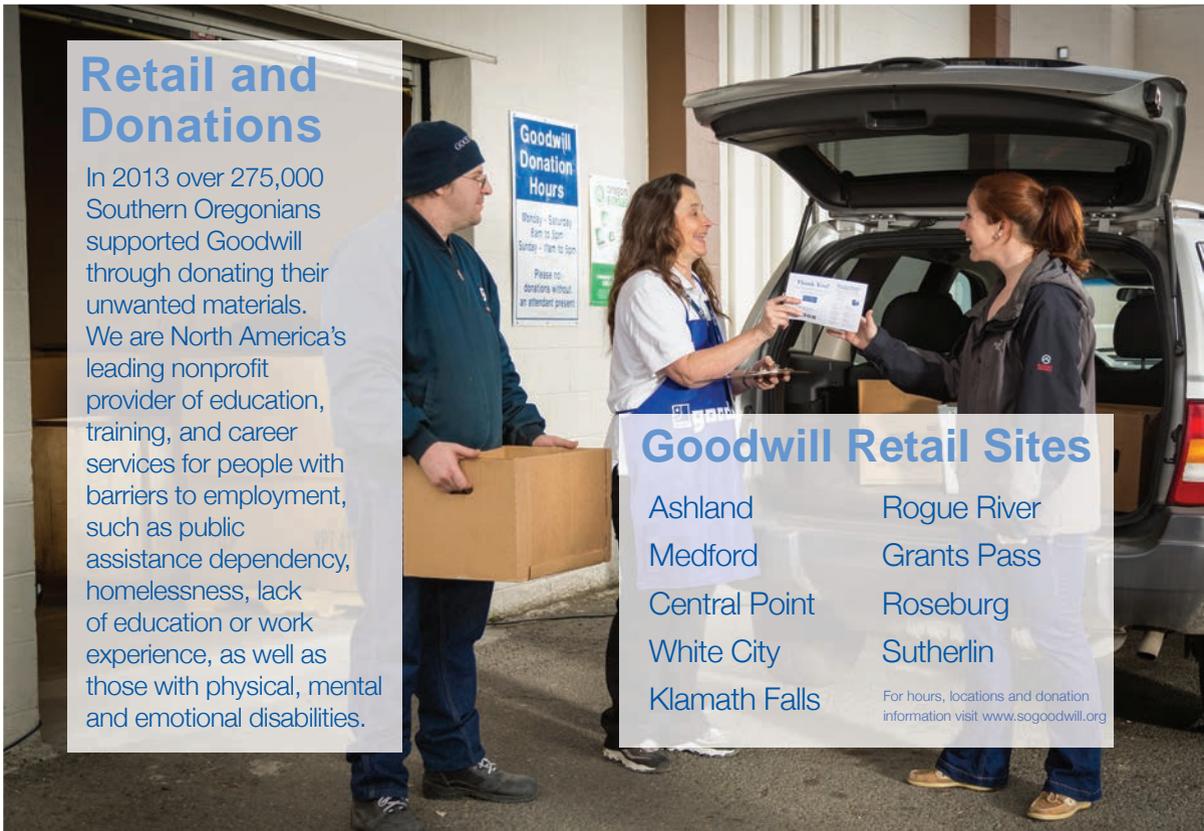
## Retail and Donations

In 2013 over 275,000 Southern Oregonians supported Goodwill through donating their unwanted materials. We are North America's leading nonprofit provider of education, training, and career services for people with barriers to employment, such as public assistance dependency, homelessness, lack of education or work experience, as well as those with physical, mental and emotional disabilities.

## Goodwill Retail Sites

Ashland	Rogue River
Medford	Grants Pass
Central Point	Roseburg
White City	Sutherlin
Klamath Falls	

For hours, locations and donation information visit [www.sogoodwill.org](http://www.sogoodwill.org)



# 2013 Annual Report Figures

Program Participant Wages **\$427,357**

## COMBINED INCOME STATEMENT

	Revenue	Expenses
Donated Goods	\$1,806,916	\$0
Sales & Recycling	\$11,821,495	\$10,256,106
Mission Services	\$2,416,953	\$3,176,245
Business Contracts	\$403,524	\$402,419
Other	\$159,250	\$2,402,468
<b>TOTAL</b>	<b>\$16,608,138</b>	<b>\$16,237,238</b>

## STATEMENT OF FINANCIAL POSITION

### Current Assets

Unrestricted Cash & Equivalent	\$3,202,549
Restricted Cash	\$14,969
Accounts Receivable	\$215,499
Year End Inventories	\$161,738
Prepaid Expenses	\$390,086
Total Current Assets	\$3,984,841
Property & Equipment (Net of Depreciation)	\$5,622,013
<b>TOTAL ASSETS</b>	<b>\$9,606,854</b>

### Current Liabilities

Accounts Payable	\$226,148
Accrued Expenses	\$644,833
Total Current Liabilities	\$870,981
Long Term Debt	\$3,131,733
<b>TOTAL LIABILITIES</b>	<b>\$4,002,714</b>

### Net Assets

Unrestricted	\$5,589,171
Temporarily Restricted	\$8,369
Permanently Restricted	\$6,600
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$9,606,854</b>

two  
thousand  
five hundred and  
seventy one  
people served

300 job placements  
at an average wage  
of \$10.05/hour

\$75,000 in vouchers  
awarded to 52 agencies





11 West Jackson Street  
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[www.sogoodwill.org](http://www.sogoodwill.org)

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## Mission

Helping individuals and families build social and employment skills needed to achieve personal and economic independence.

