



ANNUAL REPORT 2017

A YEAR OF ACCOMPLISHMENTS

A WORD FROM OUR INTERIM CEO

As a rule, in most Annual Reports, the President/CEO adds a synopsis or recap of the year's activity and accomplishments. This message will deliver that information with a twist. Not surprisingly, Goodwill – West Texas achieved some wonderful and futuristic goals. There was the creation of a Career Center in Abilene, store remodels, facility clean-up and forward thinking sales strategies. There was the purchase of a building in Midland establishing the groundwork for adding a new location in the Permian Basin area. These are all admirable and lofty endeavors. However, I think that the most powerful of the year's efforts was the heightened awareness and focus on Mission.

Here's the twist; annual = 365 days. It is Goodwill's mission "to provide opportunities to persons with barriers to employment." What a fabulous topic to report! For 365 days, (and of course years to come), we concentrated on **people**. People served, people employed, people donating, people shopping; **People**. We communicated with employees about employees. We shared stories and philosophies about mission with our donors and shoppers. We invited communities to look behind the scenes at what we do, how we do it and who we do it for every day. This brought on a renewed sense of importance in a day's work. It revitalized the value of a donation and capitalized our highest commodity; **People**. These very people, (employees, donors, shoppers, you and me), are poised to carry Goodwill-West Texas on to brighter and broader service in the future.

While this report is brought to you once a year, I think that it is equally important to emphasize that Goodwill's greatest accomplishments occur every day of the year. "Providing opportunities to persons with barriers to employment," we do that every day!



JIM TREDENNICK
INTERIM CEO, GOODWILL-WEST TEXAS

TERRITORY REVIEW



In 2017, our territory saw considerable growth through the opening of the Abilene Career Center, an internal remodel, and the acquisition of our second Midland location. To date, our Abilene Career Center has assisted 300 new people with their career goals in the Big Country.

MISSION STORIES

TINA ALLEN - Admin

Tina started with the organization in Feb 2015. She graduated with Bachelor's degree in Business Administration in 2004 but struggled with drug addiction and was out of the workforce for 10 years. After deciding to turn her life around in 2014, Goodwill gave her a chance. She started as a production associate, but with her shining personality and dedicated work ethic, Tina quickly moved through the ranks and eventually graduated from our Good Life program. When our accounting specialist position became available, Tina quickly jumped at her second chance and she's been a shining employee in our administrative department for over one year.



JOE DELEON - Sweetwater

Joe DeLeon celebrated 20 years with Goodwill-West Texas in 2017. Joe is a special needs adult associate at our Sweetwater location. When you walk into our store, you'll be hard pressed to find a more familiar face than that of Joe's. His infectious smile and helpful attitude welcomes customers on a daily basis and he exemplifies the Goodwill mission. Joe has found hope, dignity and self-sufficiency through his work at Goodwill. He thoroughly loves helping the customer and the joy it exudes in his life is evident.



FINANCIALS

* independently audited by Condley and Company, L.L.P

REVENUE

Donated Goods Sales and Community Contributions	8,564,475
Grant Revenue	14,150
Contracts and Work Adjustment Services	292,278
Interest and Dividends	21,879
Miscellaneous Income	17,374
TOTAL	8,910,156

EXPENSE

PROGRAM SERVICES	
Thrift Stores	6,881,044
Outside Services	478,780
Vocational Training	278,964
SUPPORTING SERVICES	
General and Administrative	1,007,858
Fundraising	185,480
TOTAL	8,832,126

TO REINVEST IN MISSION AND CAPACITY BUILDING **78,030**

BREAKDOWN



2% - FUNDRAISING



11% - GENERAL & ADMINISTRATIVE



87% - MISSION PROGRAMS

BOARD OF DIRECTORS

CHAIR Lesa Crosswhite, Taylor County

VICE CHAIR Greg Allen, Ketterman Rowland & Westlund Law Firm

TREASURER Rick Waldraff, First Financial Bank

SECRETARY Betty Hukill, Paramount Theater

PAST CHAIR Don Pittman, Civic Volunteer

BOARD MEMBER Beth Worrell, Civic Volunteer

BOARD MEMBER Cale Theilen, United Supermarkets

BOARD MEMBER Dennis Laster, Texas USA Energy

BOARD MEMBER James Childers, City of Abilene

BOARD MEMBER Jeff Reid, Pioneer Drive Baptist Church

BOARD MEMBER Joey Light, Wylie Independent School District

BOARD MEMBER Kristi Allyn, Retired Elections Administrator

BOARD MEMBER Michael Hernandez, Ben E. Keith

BOARD MEMBER Steve Abel, Better Business Bureau





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