



A Record Year Serving People

Over 30 years ago, Goodwill Industries serving Marion, Delaware, Union, Crawford, and Morrow Counties began its mission to help people with disabilities and other barriers to employment work toward independence and a better quality of life. Throughout the communities we serve, Goodwill has strong name recognition as a clothing donation center and as a great shopping destination for quality, low-cost items. However, few people are aware of the full scope of Goodwill services . . . Goodwill is much more than a store!

Our business is about creating hopes, jobs and futures for individuals who desire to achieve their full potential. We do this by partnering with the local business community and operating in a financially sound manner. We have expanded our workforce programs and created new services that meet more needs to improve more lives. We help people learn the skills that will allow them to develop their ability to become independent, contributing members of the community.

As you reflect on the accomplishments of the past year, please be aware that Goodwill continues to face challenges. In these difficult economic times there are an increasing number of individuals in need of our support. It is our hope that in the coming year, we can touch more lives by creating the hope that holding a job can bring for the future.

This annual report highlights a few of the stories of people who have shaped their futures through determination and work. These individuals and hundreds of others are living proof that with all of us working together, we can change lives. With your ongoing support, we continue to be in the business of creating hopes, jobs and futures!

Bob Jordan
President/CEO



Making
a **Difference**
in the Lives
of **Many**



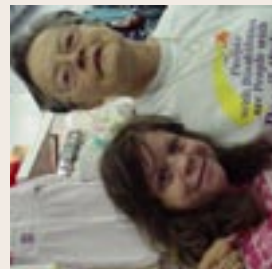
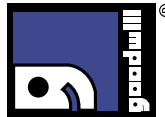
goodwill
INDUSTRIES

*Serving Marion, Delaware, Union,
Crawford and Morrow Counties*

goodwill
INDUSTRIES

Serving Marion, Delaware, Union,
Crawford and Morrow Counties

340 W. Fairground St.
Marion, OH 43302



WWW.MARIONGOODWILL.ORG

Board of Trustees

Mary Jakeway	President
Fred White	Past-President
Duane Behne	Vice President
Ed Hutchman	Treasurer
Jim Janks	Secretary
Tom Shank	Teresa Plummer
Perry Harper	Tami Galloway
Douglas Diequez	Caryn Knapp
Sharon Middleton	Wes Watt
Bonnie Borders	



Wheel-A-Thon 2005: Delaware Disability Awareness Event Added



The 1st Annual Delaware Wheel-A-Thon was held this year in addition to the 15th Annual Marion Wheel-A-Thon. The local events provide an opportunity to heighten public awareness of the challenges faced by persons with disabilities. Participating in the Wheel-A-Thon is fun and exciting for the three-person teams racing in wheelchairs on an obstacle course, learning that driving a wheelchair is harder than it looks.

The Wheelchair Roundup provided a free service of cleaning and making minor repairs for wheelchair owners. Wheelchairs not in use were collected and donated to Wheels-for-the-World. Both services were sponsored by Marion Area Physical Therapy Services with support from Grace Brethren Church Youth Group.

Corporate, business and individual supporters sponsored disability awareness ads in the local media. Both the Delaware and Marion Wheel-A-Thon events surpassed their fund-raising goals, producing a combined total of \$20,000 to

support Goodwill's capital funding needs for its programs and services. The Delaware and Marion communities have always provided great support and understanding of Goodwill's mission; the Wheel-A-Thon events are one way to give back to the community.

Wheel-A-Thon Supporters

Community Partners

Marion Noon Kiwanis
The Marion Star
The Warehouse
Modern Woodmen Camp 3866
Moose Marion Lodge
Wal-Mart

Corporate Sponsors

Cashman Communications
Council for Older Adults of Delaware Co.
Greif, Inc
Marion Steel
Ridgedale Lions Club
Whirlpool
WMRN Raido

Race Sponsors

Advance Auto Parts
Kable Fulfillment
Marion Auto Sales
Marion Industrial Center
Quality Assured Products
Stitch & Fix
Temple-Inland
The Delaware Gazette
Verne Hart Insurance
Wyandot
Delaware County Kiwanis
Beta Nu Pi at MTC

Retail Stores and Donation Centers

Delaware South Goodwill Store

Delaware Square Plaza
1135 B Columbus Pike (Rt. 23)
(740) 362-5541
(Attended Donation Center in Rear of Store)

Delaware North Goodwill Store

D.C. Plaza
171 S. Sandusky Street
(740) 369-6021
(Attended Donation Center in Rear of Store)

Powell Attended Donation Center

210 N. Liberty Street
(614) 985-9675

Marion East Goodwill Store

(Forum Shopping Plaza)
1637 Marion-Mt. Gilead Road
(740) 389-3396
(Attended Donation Center beside Store)

Marion West Goodwill Store

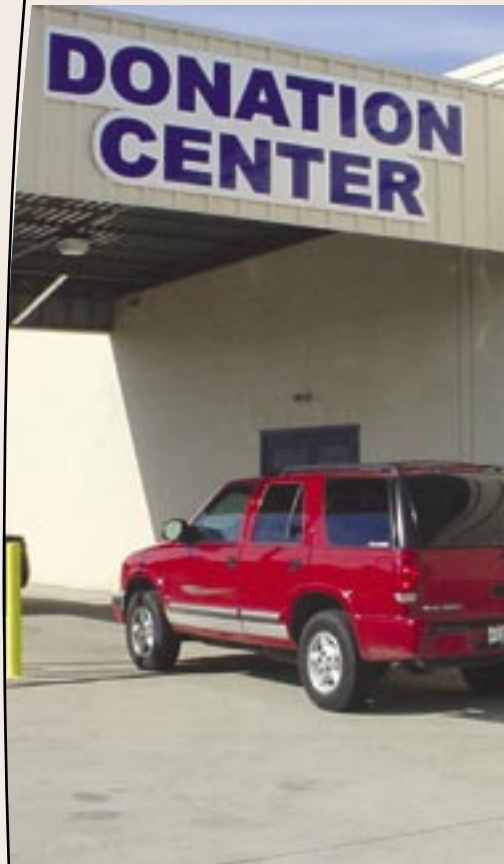
340 W. Fairground Street
(740) 387-7023
(Attended Donation Center in Rear of Store)

Marysville Goodwill Store

305 S. Main Street
(937) 642-0324
(Attended Donation Center in Rear of Store)

Galion Goodwill Store

849 Portland Way North
(419) 462-0661
(Attended Donation Center in Rear of Store)



Emily Thissen

"When arriving in Marion, I came here with nothing besides my personal things. I had no car, no job or prospects for one, and was living with my daughter. Through Goodwill, I was able to purchase a car. Now, I have a good job and am able to offer my skills and services for interpreting for the deaf. I have met many, many very caring people here. I am looking forward to having my own apartment and my own furnishings again. I would like to thank Goodwill and everyone there for their help and understanding."



Nancy Loper

When we first met Nancy, she seemed rather shy. After a few days working at Goodwill East, her bubbly personality emerged. Nancy first completed a two-week work adjustment at the Goodwill store with John Garnes as her job coach. She worked mostly in production but enjoyed talking to customers, too. Nancy learned the job and worked well. Scott Wilson, East Store Manager, was able to keep Nancy on at the end of the program, offering her part-time employment. As the move to the new store neared, Nancy was given more hours and has just recently been made a full time employee. Scott states, "Nancy is doing well and is a friendly and outgoing part of our team. She is enthusiastic and has expressed an interest in learning new skills and working on the floor. You can tell Nancy really enjoys her job and fellow workers." Nancy thinks that the new store is "really neat!"

For additional information concerning programs, services, or financial information, contact Marion Goodwill Industries, Inc. at (740) 387-7023 or info@mariongoodwill.org. For information concerning descriptions of services, satisfaction results, and performance outcomes, contact Goodwill or view online information through the Ohio Rehabilitation Services Commission at www.rsc.ohio.gov/vendor/rsc.asp.

The mission of Goodwill Industries, serving Marion, Delaware, Union, Crawford and Morrow Counties, is to assist individuals with disabilities and other special needs to attain self-sufficiency through employment and training, thus enabling them to reach their maximum potential in the community.

Specific programs accredited by



'04-'05 Fiscal Highlights

Total number of people employed by Goodwill:	232
Total wages earned by Goodwill employees:	\$1,225,735
Taxes paid by Goodwill Industries:	\$200,127
Taxes paid by employees:	\$135,773

Revenue

Donated Goods	83.6%
Contracts	8.6%
Rehab Services	2.0%
Housing	2.0%
Public Support	3.7%
Interest & Other	0.1%
Total Revenue	\$2,488,544

Expenses

Wages, Benefits & Taxes	60.0%
Operating	9.2%
Occupancy	23.4%
Transportation	3.1%
Administration	1.8%
Depreciation	2.5%
Total Expenses	\$2,460,486

Goodwill invested **\$107,168**
in capital improvements
in Fiscal Year 2004-2005



Marion East Store Relocates

In August 2005, the East Marion Goodwill Store opened its doors to a larger, brighter, more attractive store.

The store moved only a short distance in the Forum Shopping Center to its new location on the east corner next to Big Lots. Shoppers are now able to enjoy 11,000 square feet of retail space giving them more clothing, furniture, and household items to choose from. Donors are able to enjoy the convenience of driving right up to the side of the store to drop off donations. The processing area expanded to 4,000 square feet which makes room for a larger volume of material goods and allows for easy sorting.

Consistent with the mission of Goodwill Industries – to help people with disabilities and other barriers to employment make the transition to independence through education, training and employment services - this new site allows us to increase both job training opportunities and revenues to support Goodwill's programs and services.



LeRoy Heimlich

LeRoy had polio as a child. He had a hard time finding a job due to his physical disability until a friend told him to apply at Goodwill. He began working at Goodwill in 1994. Unfortunately, one month after beginning his employment, he had a stroke. Six months after this incident, LeRoy was able to resume his employment with Goodwill. LeRoy states, "Goodwill is a good place to work - like a family to me."

LeRoy is a Janitorial Services Supervisor. Goodwill is an Ohio Industries for the Handicapped (OIH) vendor, and LeRoy is employed through this program. He works at the Marion ODOT garage and enjoys his work, explaining, "I really like the people at ODOT."



Katelin (Katie) Kozicki

Katie is a junior at Highland High School, participates in the band, and plays on a Special Olympics basketball team in Delaware County. Last year she was an honor roll student and had perfect attendance. Katie participated in the Morrow County Summer Youth Program and chose to work at Altizer Veterinary Clinic in Centerburg. This was Katie's first work experience, working three mornings a week during the eight-week program. Katie swept floors, cleaned surgical tools and panels that are placed between cat cages, and did many machine loads of laundry. She especially enjoyed working in the reception area, making sure it looked and smelled clean. By following a checklist, she was able to complete this task the last several Wednesdays without a job coach. Her parents and Shirley Baker, her job coach, are very proud of the effort she made. Although it is usually not the end result of this program, Katie will be allowed to continue working one afternoon a week keeping the reception area clean.



July 1, 2004 to June 30, 2005: Outcome-Based Measurement Report

Each year our organization reports the results of our Outcome Based Measurement System to our board, staff, consumers and the community. Please contact Doris Turner, Workforce Development Director, at 740-387-7023 for a copy of the complete report.

Workforce Development Program Participants:

Primary Disability:

Mental Retardation/Developmental Disability	19.5%
Neurological Disability	9.75%
Learning Disability	9.75%
Psychiatric and /or Emotional Disability	1.7%
Other Physical Disability	39%
Other Disabling Condition	5%

Workforce Development Vocational Programs*:

Initial Intake	26
Career Exploration**	1
Community Based Assessment (CBA)**	2
CBA Site Development	8
Work Adjustment**	3
Job Coaching**	9
Job Development**	16
Job Placement**	8
90-Day Follow-up**	11

*Per unit of service; a unit of service equals each person in a program.

**Programs with Outcome Measurements.

Outcome Measurement report reflects 96% consumer satisfaction and 100% stakeholder satisfaction. There were 41 individuals served in the Goodwill Workforce Development and Bureau of Vocational Rehabilitation Programs that are reflected in the Outcome Measurement Report. An additional 798 individuals were served in other Goodwill programs.



Goodwill teaches work and job readiness skills – skills that provide independence and security by earning a paycheck.

The Workforce Development Department:

- Identifies skills
- Assesses needs
- Counsels
- Trains and educates people in readiness for work
- Places people in jobs
- Follows the individual's progress

Other Programs:

GoodWheels-To-Work	39
Employee Development	186
Housing Programs	56
Work Services	189
Emergency Clothing	338

Total People Receiving Services 839

WWW.MARIONGOODWILL.ORG

Goodwill *Making a
Difference*
in the lives of many.