

Thanks for Giving to Goodwill



You Gave Me a Job!

Community Impact

Components assembled for global manufactures at the Sandusky and Fremont Plants by Goodwill employees

31 million

Pounds of donated items diverted from the landfills

4.5 million

Customers and donors at our stores and donation centers in 2012

450,000

Pounds of computers recycled through Goodwill's partnership with Dell Computers

211k

1,615

Services provided to individuals with disabilities or disadvantaging conditions

543

Individuals participated in Goodwill programs

95¢

of every dollar of revenues generated direct support for Mission Services

\$0

In fees charged to program participants



Dear Friends,

Goodwill Industries was founded in 1902 by Methodist minister Edgar Helms, who believed employment was the best way to move people out of poverty. He gathered household items and clothing from his wealthy friends, and hired people in need to repair the donated items for resale. His workers were considered unemployable because of mental and physical conditions. Helms was convinced that “a hand up, not a hand out” would give not only a paycheck but a sense of dignity and purpose to his employees. One hundred and eleven years later, Goodwill has grown to 165 agencies in the US and Canada. Goodwill is widely recognized as our nation’s first social enterprise, a successful hybrid of business operations and social services, as relevant today as it was when Helm’s opened his first Goodwill store in Boston.

As Ohio continues to pull out of the recent recession, the unemployment rate for adults with disabilities still remains nearly twice as high as the rate of individuals without disabilities. In 2012, we increased employment training and services across our four county region, while providing additional employment opportunities at Goodwill. These achievements reflect extraordinary work in the areas of Mission, Operations, Resource Development, and Supporting Services by our dedicated community partners, donors, volunteers, board members, and staff. In this Annual Report, you will learn more about the people we all serve and their efforts to achieve independence.

This past year was the most successful in the 40 year history of Goodwill Industries of Erie, Huron, Ottawa and Sandusky Counties. Your support makes our success possible. We appreciate and ask for your continued involvement through business partnerships, store donations, financial gifts and volunteer time. I invite you to donate goods and shop in our 8 stores, tour our manufacturing facilities in Sandusky and Fremont, or visit our website to see firsthand what a difference you make when you give to Goodwill.

Best regards,

Eric Kochendoerfer
President and CEO



Workforce Development

Goodwill of Erie, Huron, Ottawa and Sandusky Counties employed nearly 400 individuals, working 350,000 hours in 2012 in four business areas: Commercial Services, Workforce Development, Retail Operations, Manufacturing and Recycling.

Goodwill Industries of Erie, Huron, Sandusky and Ottawa Counties is accredited by The Commission on Accreditation of Rehabilitation Facilities (CARF) in three areas: Employment Services, including Community Employment Services, Job Development, Job Support and Job Site Training; Employee Development Services; and Organizational Employment Services.

Goodwill's Workforce Development programs provide a broad range of employment services to consumers on a referral basis: Job Services and Retention, Vocational/ Day Habilitation, Work Assessments, Computer/ Clerical Training, Job Coaching, Career Exploration, and Summer Youth Work Experiences.





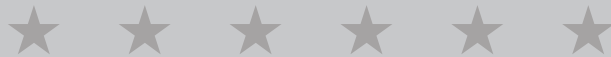
Awards and Recognition



Libby Boros, second from left

Goodwill Honored for Employment Services

The Erie County Board of Developmental Disabilities named Goodwill Industries as the Provider of the Year for Erie County. The agency was selected through nominations submitted by Goodwill employees. Our employees described our staff as outstanding, caring, inspirational, and encouraging.



Goodwill attended the Sandusky Area Safety Council awards banquet in April 2012 and was awarded a Bureau of Workers Compensation award for the organization with the lowest accident/incident rate in the workplace.



Goodwill's Day Habilitation Program Manager, Libby Boros was named Direct Care Professional of the Year by the Erie County Board of Developmental Disabilities.





Family Strengthening Program



In 2012, Goodwill of Erie, Huron, Ottawa and Sandusky Counties launched a Family Strengthening Program, based on a national Goodwill model. The program helps employees gain financial stability, improved health and wellness, and increased computer skills. We offered more than 400 hours of computer training to employees and community residents through a grant from Connect Ohio. With funding from the Ohio Bureau of Workers Compensation, free health screenings and risk appraisals were conducted by the Erie County Health Department. For the second year, we offered free flu shots to employees, thanks to the support of the Sam and Rose Stein Foundation. The Family Strengthening Program is also supported by the United Ways of Erie and Sandusky County.



Commercial Services



Goodwill workers assemble more than 31 million parts annually at our Fremont and Sandusky plants, earning a “preferred supplier” status. A new operation is planned for Port Clinton in 2013-2014.

Manufacturing accounts for 20% of Goodwill’s annual revenue. We rank in the top 20 among Goodwill’s in the nation in manufacturing income.

Goodwill delivers a broad range of outsourced labor and contract services. Goodwill can assist manufacturers and other businesses with long term and short term services, including:

- Assembly
- Light Manufacturing and de-manufacturing
- Packaging and kit preparation
- Inspection
- Bagging
- Drilling
- Re-work/repair
- Labeling
- Sorting
- Mailing
- Janitorial supplies (cleaning cloths/bags of rags made from unsold tee shirts.)



Recycling

Goodwill diverted nearly 4.5 million pounds from the landfill in 2012 through our recycling programs. We recycle computers, books, clothing, shoes, metal and corrugated paper. Nothing goes to waste at Goodwill!

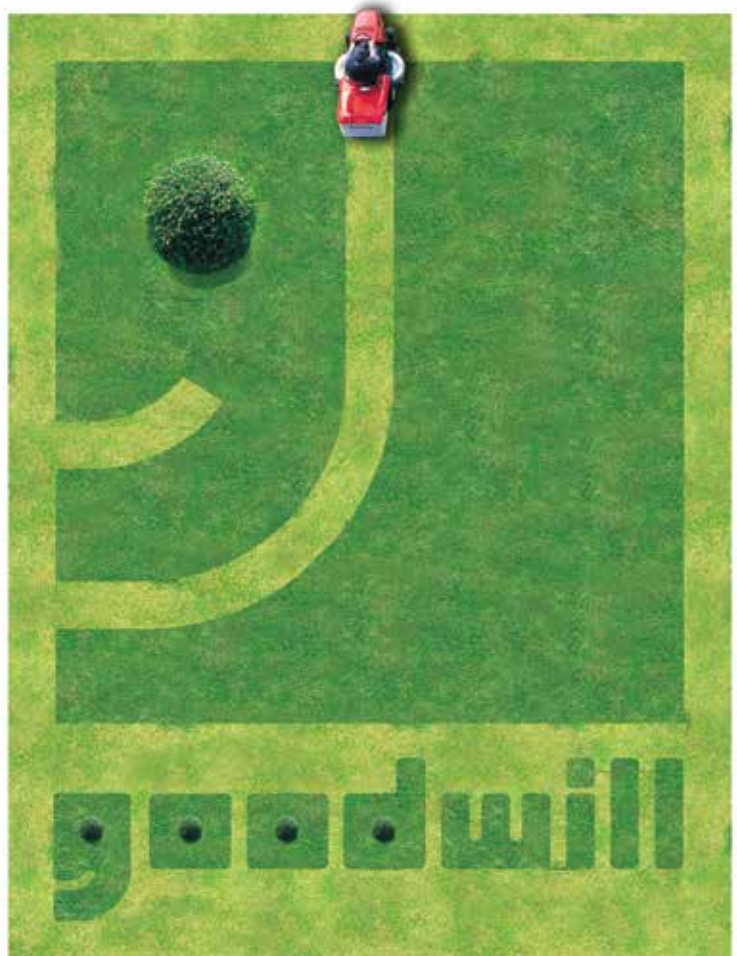
Through a partnership with Dell Computers, Goodwill recycles computers and computer equipment. Donors may drop off used computers at any Store and Donation Center in our four county area. We accept computers, hard drives, mice, monitors, printers, etc. Donors are responsible for removing data from hard drives and other storage media before donating to Goodwill, and may request a receipt at the time of their donation.





Groundskeeping

Goodwill Groundskeepers provide an array of lawn care services, such as mowing, trimming, mulching, landscaping, and debris cleanup at affordable prices, for short term or long term needs. Our customers include the City of Sandusky (Weed Abatement Department for abandoned and neglected properties), Oakland Cemetery, Erie MetroParks, the US Border Patrol in Ottawa County, residents, landlords, churches, and local businesses.





Retail

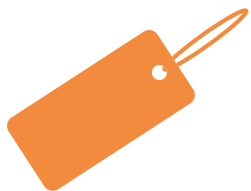


Goodwill of Erie, Huron, Ottawa and Sandusky Counties ranks 6th in the US for community donations per household, thanks to the generous and kind support of residents in our region.

Over 300,000 shoppers found great items at great prices at our stores in 2012. Unsold items are recycled or repurposed.

Goodwill accepts clothing, computers, books, housewares, shoes, toys, small appliances and furniture. We do not accept paint, propane tanks, trash, hazardous materials and damaged mattresses. We accept automobile, boat, RV and trailer donations.

Proceeds from the sale of community donations provides jobs for people with disabilities and disadvantaging conditions.



Pop some tags at one of our **7 Retail Stores**
and **online** at **shopgoodwill.com**



Community Support

Leadership Sandusky County bundled up against the winter wind and hosted a great community wide donation drive at the Clyde Fire Department. A steady stream of cars and trucks dropped off enough donations to fill up the large Goodwill semi-trailer, and several vans. Donations were delivered to the Bellevue Goodwill store.

Be the One Donation Drive

The Volunteer Center of Erie County and Goodwill collaborated on a grant from Youth Serve America to celebrate Martin Luther King Day. Dr. King believed that one person could make a difference in his or her community. We encouraged volunteers from youth serving agencies and local businesses to “Be the One” in our community. Goodwill received nearly 4,000 bags of donations through their efforts. Participants entered area charities in a drawing for a \$100 prize, and four winners---one from each of the four counties in our service area---were selected. The happy recipients are pictured below.



Immaculate Conception School in Ottawa County



Camp Fire Buckeye Council in Sandusky County



Merry-Go-Round Museum in Erie County



Boy Scout Troop #214 in Huron County

Board of Trustees

Mike Adelman

K96.1 WKFM & 95.3 WLKR

Carl Anderson

Legal Aid of Western Ohio

Don Berkey

Flinner, Kime, Berkey & Associates

Cindy Bilby

Sandusky County Job and Family Services

Angel Burgos

Ohio State Highway Patrol

Rob Duncan

Mayor, City of Norwalk

Darryl Edge

Ohio State Highway Patrol

Rich Finneran

Citizens Banking Company

Sharon Mastroianni

EHOVE Career Center

Challen Missler

Autoplas

Jeff Rosengarten

Payne, Nickles & Co

Bill Rodwancy

AutoGate

Peter Zaehringer

Erie County Economic Development



Donors and Grants

Goodwill received grants from the Frost Parker and Dorn Foundations to repair and blacktop the parking lot at the Sandusky Office.

Goodwill received a donation of a mobile trailer from Akzo Nobel for its Fremont Plant location. The trailer serves as offices for Goodwill employees Sharon Stiffer, Quality Supervisor; Kyle Angelone, Maintenance Supervisor; and Carlos Levario, Materials Supervisor.



2012 Donors

- | | | | |
|-----------------------------|--------------------------|-----------------------------|-------------------------|
| 3Z.net | Bellevue Retail, LLC | Eric and Lisa Kochendoerfer | David and Marian Schild |
| Michael and Melodie Adelman | David and Jackie Clark | Kris and Johnnie Lenhardt | Schild's IGA |
| Brian and Kristen Allen | Bill and Jayme Criscione | McManamon Financial | David and Linda Speer |
| American Copier | Dawson Companies | Bryan Melssen | Robert Talcott |
| Carl and Karen Anderson | Edward Jones Investments | Ohio Athletic Committee | David Voight |
| Applied Business Services | First National Bank | O.E. Meyer Company | Wilson Marketing |
| Linda Armstrong | Flynn, Py and Kruse | Office Max | Craig and Darlene Wood |
| Autogate | Fisher Titus Foundation | Paramount Healthcare | |
| Barnes Wendling, CPAs | Marcia Goff | Bill and Shirley Rodwancy | |
| John and Barb Bauer | Knoll Crest Investors | Sandusky 250 Perkins LLC | |

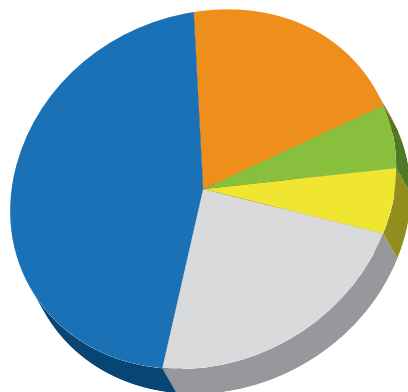
2012 Grants

- | | |
|--|---|
| Connect Ohio
Mobile computer lab and training | Ohio Bureau of Workers Compensation
Workplace Wellness program |
| Randolph J. and Estelle M. Dorn Foundation
Sandusky Office parking lot repair | Sandusky/Erie County Community Foundation Youth Council
Computer printers for Sandusky and Huron Stores |
| First Energy
Fremont Plant Energy Efficient Lighting | Sandusky/Erie County Community Foundation
Window repair at Sandusky Office |
| Sidney Frohman Foundation
Lawn care equipment for Groundskeeper Program | Sandusky Lions Club
Magnifier Reader for Data Entry Employees |
| Frost Parker Foundation
Sandusky Office parking lot repair | Sam and Rose Stein Foundation
Flu shots |
| Grace Episcopal Church Outreach
Assistive equipment for Day Habilitation programs | United Way of Erie County
Family Strengthening Program |
| Goodwill Industries International /Walmart Foundation
MyFreeTaxes Assistance program in 4 counties | United Way of Sandusky County
Family Strengthening Program |
| KeyBank Foundation
Equipment for Janitorial Services program | Michelle Wightman-Karrie Wieber Foundation
Lawn care equipment for Groundskeeper Program |
| Ohio Benefit Bank
Free Tax Assistance program in 4 counties | Zion Lutheran Church Foundation
Appliances for Sandusky Office employee lunchroom |



2012 Financials

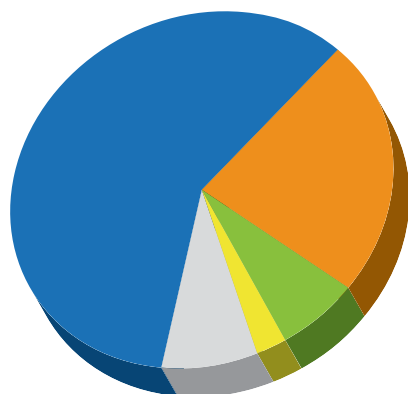
Revenue



Retail Operations	\$4,020,799
Commercial Services	\$1,749,780
Workforce Development	\$509,100
Recycling	\$528,187
Other:	\$1,953,961

Total Revenue **\$8,761,827**

Expenses



Retail Operations	\$4,778,094
Commercial Services	\$1,887,144
Workforce Development	\$543,757
Restrictions for Mission Development	\$195,668
Other:	\$639,700

Total Expenses **\$8,044,363**

95% of revenues generated directly
support Mission Services





2012 Associate of the Year

Robert Crookshanks was named Associate of the Year for 2012. Robert has been with Goodwill since June 2011. During his time here he has proven to be a valuable asset to Goodwill's staff both for his reliability and dedication. He is flexible, and always willing to help as is indicated by his diverse work responsibilities. He works as a material handler, lawn maintenance crew, and on the truck crew.

2012 Associates of the Month



January

Robert Slagle,
Sandusky Plant



February

Nate Albert,
Fremont Plant



March

Trevor Hofelich,
Fremont Store



April

Beth Walters,
Sandusky Dayhab



July

David McCullough,
Sandusky Plant



September

William Ray,
Sandusky Plant



October

Cheryl Widman,
Fremont Plant



November

Kaitlyn Stanley,
Sandusky Office, Data Entry

Associates not pictured

May – Carrie Grocott, Huron store

June – Penny Brown, Sandusky Store

August – Robert Crookshanks, Sandusky Plant

December – Ted Fraley, Sandusky Store



Goodwill

Locations

Retail Locations

Bellevue Goodwill

855 W. Main St.
Bellevue, OH 44811
419-483-2244

Fremont Goodwill

1040 Oak Harbor Rd.
Fremont, OH 43420
419-355-1579

Goodwill Dollar Store

419 W. Market St.
Sandusky, OH 44870
567-219-1569

Huron Goodwill

422 Cleveland Rd.
Huron, OH 44839
419-433-7542

Norwalk Goodwill

295 Milan Ave.
Norwalk, OH 44857
419-668-4205

Port Clinton Goodwill

205 S.E. Catawaba Rd.
Port Clinton, OH 44870
419-734-6042

Sandusky Goodwill

924 E. Perkins Ave.
Sandusky, OH 44870
419-625-2910

Willard Goodwill

108 Blossom Center
Willard, OH 44890
419-935-4048

Attended Donation Centers

Bellevue

Bassetts Market
228 W. Main St.
Bellevue, OH 44811

Church of Christ

1070 Castalia St.
Bellevue, OH 44811

Hoagues Market

855 Kilbourne St.
Bellevue, OH 44811

Berlin Heights

Marathon Station
101 E. Main St.
Berlin Heights,
OH 44814

Castalia

Castalia Market
507 N. Washington St.
Castalia, OH 44824

Clyde

Millers Market
505 W. Maple St.
Clyde, OH 43410

Green Springs

IGA Market
104 N. Broadway St.
Green Springs,
OH 44836

Marblehead

Danbury Twp Hall
5972 Port Clinton
Eastern Rd.
Marblehead, OH 43440

Milan

**Milan Water Treatment
(Recycle Area)**
13317 Riley Rd.
Milan, OH 44846

New London

New London
34 St. Rt. 60
New London, OH 44851

Oak Harbor

Community IGA
229 W. Water St.
Oak Harbor, OH 43449

Port Clinton

Bassetts Market
3994 E. Harbor Rd.
Port Clinton, OH 43452

Community Market

147 Maple St.
Port Clinton, OH 43452

Kroger

2028 E. Harbor Rd.
Port Clinton, OH 43452

Sandusky

Bayside Tavern
3330 Lima-Sandusky Rd.
Sandusky, OH 44870

Bayview Police Station

2321 Martins Point
Sandusky, OH 44870

Central Erie Supply & Elevator

4320 W. Mason Rd.
Sandusky, OH 44870

Toft's Dairy

3717 Venice Rd.
Sandusky, OH 44870

Administrative Offices

419 W. Market St.
Sandusky, OH 44870
Ph: 419.625.4744
Fx: 419.625.4692

Plants

Sandusky

419 W. Market St.
Sandusky, OH 44870
Ph: 419.625.4744
Fx: 419.625.4692

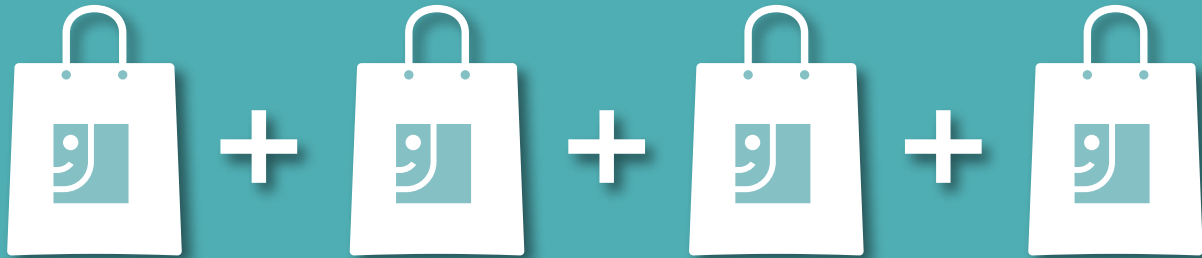
Fremont

1597 Pontiac Ave.
Fremont, OH 43420
Ph: 419.334.7566
Fx: 419.625.4692

419 West Market St.
Sandusky, OH 44870
Phone: 419-625-4744
Fax: 419-625-4692

Your donation is "Goodwill Gold"

4 bags of donations



= 1 day of work for 1 Goodwill employee.



Like Us. Follow Us. @ Goodwillsquad



www.goodwillsandusky.org

