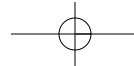
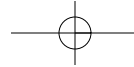


# 2006 ANNUAL REPORT



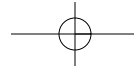
GOODWILL INDUSTRIES  
OF LANE AND SOUTH COAST COUNTIES





# O U R M I S S I O N

TO PROVIDE VOCATIONAL OPPORTUNITIES TO  
INDIVIDUALS WITH BARRIERS TO EMPLOYMENT.



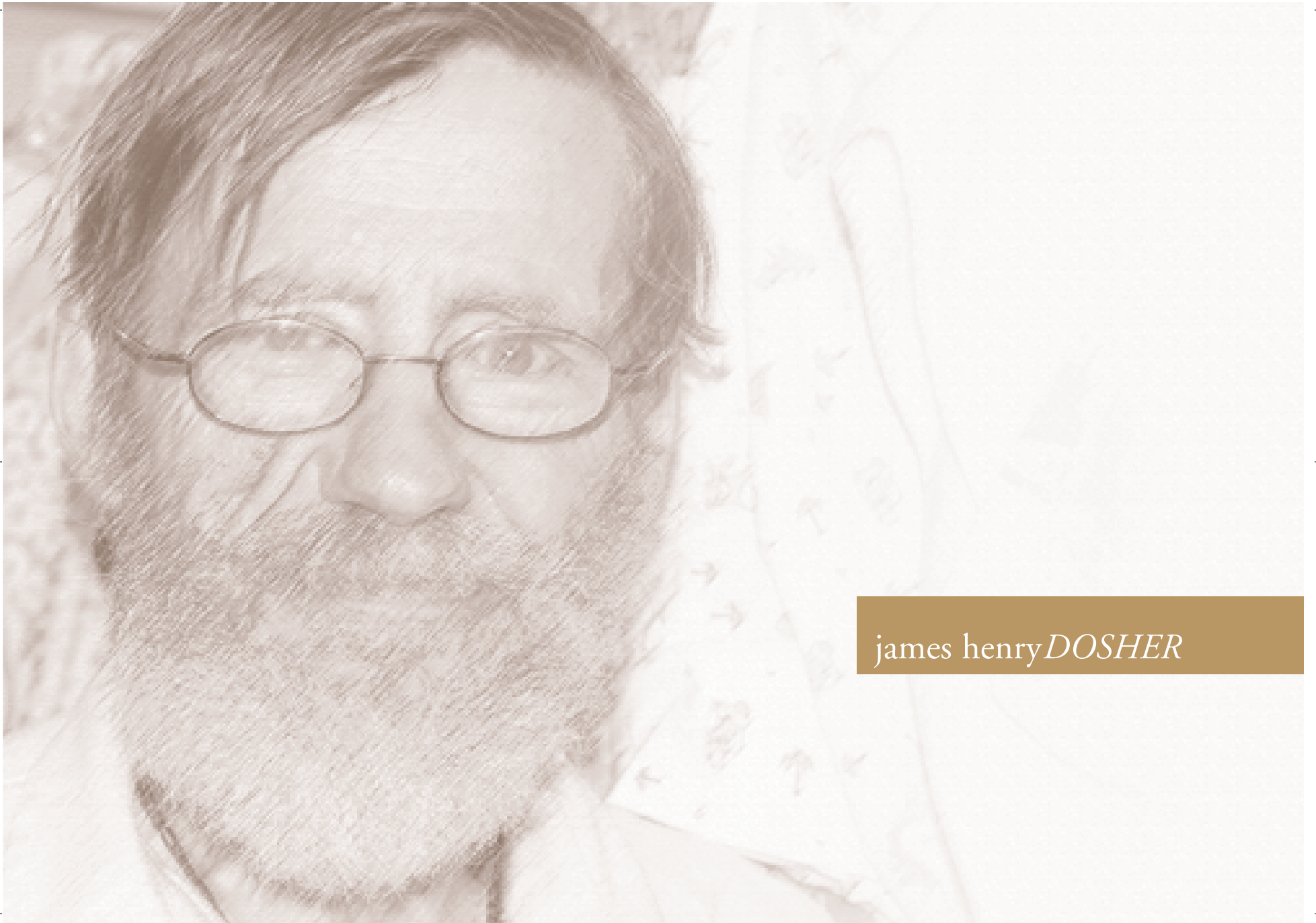
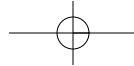
## LETTER FROM THE BOARD CHAIR AND PRESIDENT

*Goodwill Industries of Lane and South Coast Counties provided services to 955 individuals with barriers to employment in 2006. We fund our services by transforming the donations we receive into meaningful employment and training opportunities.*

*Our seven Community Training Centers transformed 10,300,000 pounds of donations into \$8,669,550 of retail sales. In the following pages, you will meet three of our staff that made our record-breaking 2006 possible.*

  
Virginia Slate, Chair, Board of Directors

  
Jim Martin, President and CEO



james henry *DOSHER*



Looking for a job can be a daunting task for anyone, but especially difficult for someone who is not only 62 years of age, but developmentally disabled with no prior work history. Just ask James Henry Doshier. Before coming to Goodwill, James Henry was not interested in finding work simply because no one, including James Henry, knew what he had to offer.

Goodwill did.

Goodwill staff worked with James Henry on his personal hygiene, his personal finances, controlling his temper and understanding the importance of being a reliable employee. He worked closely with his co-workers and skills trainer to meet team goals.

It wasn't long before James Henry's attitude, self-esteem and productivity blossomed! In three years with Goodwill, James Henry is now a valuable employee who has learned multiple tasks, from stocking shelves to removing unsold clothing from the sales floor.

While working with Barbara, his skills trainer, James Henry has learned that "When you stay focused, you get the job done." James Henry has overcome many barriers and is now an inspiration to his co-workers with his enthusiasm and love for work, as well as his ability to perform his job duties in a professional and efficient manner.



karen *HALL*

**K**aren had worked for the same fast food restaurant for five years and was confident she could provide for herself and her husband. Unfortunately, Karen injured her back as a result of taking care of her disabled husband and lost her job.

Karen entered Goodwill's placement program through the Office of Vocational Rehabilitation Services in 2005. She worked in a Goodwill store for several months, where she quickly learned to process donations.

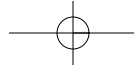
Of her experience at Goodwill, Karen states, "No matter who you are, Goodwill is always happy to extend a hand."

When the newly-built Kohl's Department Store announced they were hiring employees, Goodwill staff assisted Karen in preparing a resume. They made sure Karen had the proper interview outfit, conducted mock interviews and identified her strengths and weaknesses.

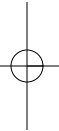
Karen was hired in February, 2006 and has subsequently earned four promotions. Karen's enthusiasm and commitment earned her the Super Star Award, which is awarded by her fellow employees for outstanding job performance.

Karen, a proud Kohl's employee, enjoys her co-workers and flexible hours. Her face lights up and she bubbles with enthusiasm when she speaks of her job and fellow staff members. Kohl's customers appreciate her positive attitude and customer service skills.

Recently Karen assisted in the new store openings in Albany and Salem, Oregon and was honored when asked to participate in the ribbon-cutting ceremony; an honor Karen will remember for a very long time!



tammy*WEAVER*





**T**ammy is a survivor of an abusive 10-year relationship that challenged every part of her mind, body and spirit. Tammy struggled for years to keep herself and her daughter safe.

It was October of 2004 when an opportunity became available. That's when this single mother began participating in a Goodwill training program. She admits dreading it at first; she hoped there was something better out there for her. When she showed up for her orientation, she had an injured left hand that needed surgery. Able to use only one hand, Tammy was assigned the task of packaging baskets for sale in Goodwill's retail stores. Later, she was offered the opportunity to put her clerical and interpersonal skills to work in the resource room. It was a great fit. "Tammy made many positive changes," Dyana Durette her supervisor said while remembering the first few months Tammy worked in the resource room.

Within three months, Tammy was hired as a part-time employee. In April of 2006, she became a permanent employee of Goodwill, serving as a clerk in Workforce Development.

Today, Tammy helps job seekers complete resumes and connects them to appropriate community resources. Knowing she is needed and that she performs an essential function within Goodwill is very satisfying.

Each week when a new group of clients enter the Goodwill resource room, Tammy greets them, "I want to make sure each of you get one of these," she smiles as she hands out the Oregon Careers booklets. "I like to call them the 'what I want to be when I grow up' books." When it comes to making dreams your own, no one knows better than Tammy. "Success can happen when you take advantage of the opportunities available to you."

### WHAT OUR COMMUNITY PROVIDED TO GOODWILL:

COMMUNITY TRAINING CENTER SALES .....	\$8,674,259
DONATED GOODS INVENTORY .....	2,083,199
VOCATIONAL REHABILITATION FEES .....	1,206,971
FUNDRAISING .....	33,033
ASSEMBLY AND PACKAGING .....	20,205
OTHER INCOME .....	423,355
TOTAL .....	<u>\$12,441,022</u>

### WHAT GOODWILL RETURNED TO OUR COMMUNITY:

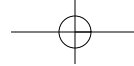
WAGES .....	\$5,012,004
PAYROLL TAXES & BENEFITS .....	1,074,416
TOTAL PAYROLL EXPENSES .....	<u>6,086,420</u>

INVESTMENT IN NEW FACILITIES & EQUIPMENT RENEWAL .....	2,072,019
OCCUPANCY (RENT, UTILITIES, INSURANCE, INTEREST, ETC.) .....	1,714,742
BUSINESS DEVELOPMENT .....	871,468
SUPPLIES & SERVICES PURCHASED .....	641,250
DEBT SERVICE .....	178,682
TELEPHONE & POSTAGE .....	129,067
OTHER EXPENSES .....	747,374
TOTAL .....	<u>\$12,441,022</u>

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# 2006 FINANCIAL REPORT

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2006  
BOARD  
OF  
DIRECTORS

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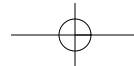
VIRGINIA SLATE, *CHAIR*  
DORLON HIMBER, *VICE CHAIR*  
KATHLEEN HYNES, *SECRETARY*  
KEVIN McANDREWS, *TREASURER*  
ELIZABETH BICKFORD  
DON HESCHELES  
CINDI MILLER

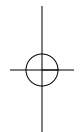
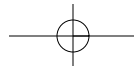
JIM MARTIN, *PRESIDENT & CEO*  
  
RUFINA SAIZ, *ASSISTANT TO THE PRESIDENT*  
  
EDWARD DURKEE, *DIRECTOR OF  
EMPLOYMENT & TRAINING*  
  
GAYLE McGAUGHY, *DIRECTOR OF  
RETAIL OPERATIONS*  
  
JIM NELSON, *DIRECTOR OF FINANCE*

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GOODWILL  
LEADERSHIP  
TEAM

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OF LANE AND SOUTH COAST COUNTIES

CORPORATE HEADQUARTERS

855 Seneca Road • Eugene, OR 97402

541-345-1801

[www.goodwill-oregon.org](http://www.goodwill-oregon.org)

