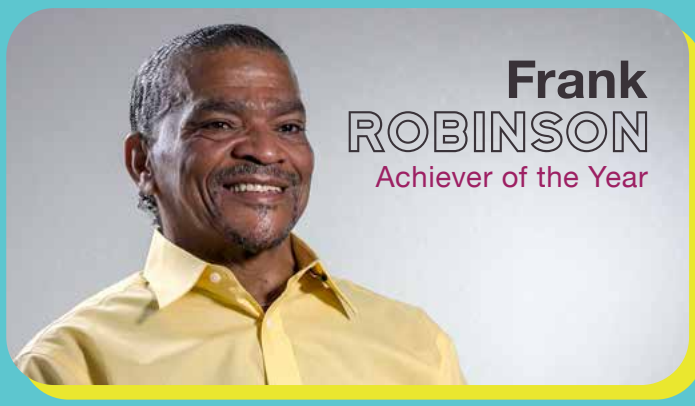
Goodwill
Industries of South Texas, Inc.

2017 Community Impact Report



Frank ROBINSON
Achiever of the Year

Juana FLORES
Graduate of the Year

New Board of Directors
Daniel Gonzales & Elisa Perez with
Jennifer Staff, Board Chair

Dell Reconnect
Community Partner
of the Year

69 YEARS OF CONTINUOUS SERVICE TO SOUTH TEXAS

2017 Board Officers

Jennifer Staff
Board Chair, Guild Mortgage

Stefany Schade
Vice Chair, TorOso Financial Group, LLP

Peter Avots
Corporate Secretary, Wood Boykin & Wolter

Otis Peaks
Corporate Treasurer, Community Volunteer

John Carlson
Past Board Chair, Braswell Office Systems, Inc.

John W. Owen
President & CEO, Goodwill Industries of South Texas, Inc.

2017 Board Members

Reid Aston
Aston Marble and Granite

Leo R. Barrera, Jr.
Associated Marketing Group

Daniel Carlisle
Carlisle Insurance

Joseph Cortez
EXIT Realty

Ryan Dewbre
Dewbre Management, LLC

Anna L. Flores
Community Action Corporation of South Texas

Jodi Goings
WKMC Architects

Alan Harwell
KRIS News

Dan King
KRIS Communications

Natesh Kumar
ARG Holdings

William Marin
San Marin Restaurant Group

Matt Martini
First Community Bank

Michael Miller
Teal Construction Company

May Nardone
Farmers Insurance

Roy L. Pell
Community Volunteer

2017 Director Emeritus

Matt Crocker
Crocker Transfer & Storage

Jim D. Kaelin, Sr.
Nueces County Sheriff's Office

Randy Murphy
Corpus Christi Realty Management, Inc.

John Seaman
Seaman Financial

P.J. Piper
Colonial Supplemental Insurance

Gary Pruett
American Bank

Jordan Regas
The Bend Magazine

Julio C. Reyes
AEP Texas

Mary Teeter
First United Methodist Church

Ken Schrom
Corpus Christi Hooks

2017 Executive Staff

John W. Owen
President and Chief Executive Officer

Daniel Owen
Chief Operating Officer

John Spencer
Chief Financial Officer

Rachel V. Loera
Vice President, Mission Services

Marjorie Boudreaux
Vice President, Marketing & Fund Development

Albert Chapa
Director, Human Resources

Carlos Garcia
Director, Loss Prevention

Willie Green
Director, Information Technology

Dennis Terry
Director, Donation Operations

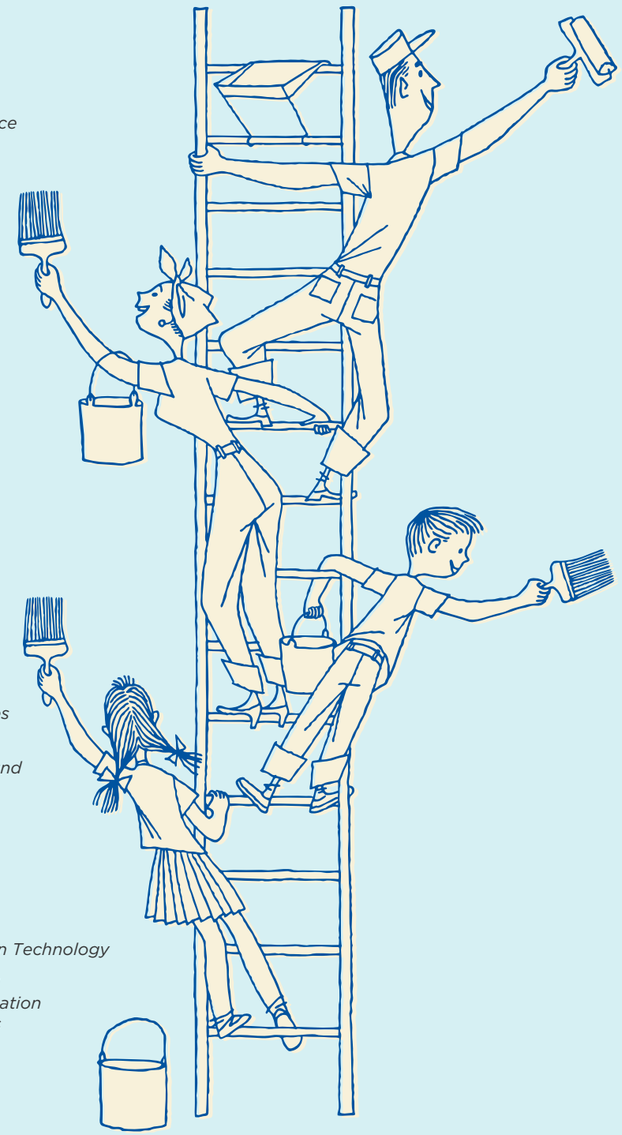
Melissa Martinez
Director, Special Projects

Ronald Meijerink
Director, Retail Sales—Southern

Rose Guajardo-Mireles
Director, Staffing Services

Rebecca Potter
Director, Retail Sales—Central & Northern

Sara Saenz
Director, Mission Services—Southern



shopgoodwill.com

United Way of South Texas
Serving Hidalgo & Starr Counties

United Way of the Coastal Bend

AbilityOne

Dell Reconnect
Technology recycling with Goodwill

Dear Friends of Goodwill,

Through your generous support in 2017, Goodwill provided over 18,000 services to individuals in South Texas who needed job readiness training, placement, employment support, financial literacy, social life skills training, community service hours, and free tax preparation. Even though the community impact is remarkable, the most significant event was Hurricane Harvey.

Goodwill and our community were devastated by Hurricane Harvey in August 2017, the largest storm to hit the Southern Texas Gulf Coast in forty-seven years. Within twenty-four hours, the tropical depression quickly escalated to a category four hurricane with sustained winds of 135 miles per hour. While Goodwill is not a disaster relief organization, we partnered with other agencies to provide behind-the-scenes support. For example, Goodwill picked up clothing donations across the Coastal Bend from organizations like the Red Cross, Church Unlimited and United Chamber of Commerce to help with the recovery efforts. Goodwill provided clothing vouchers to emergency shelters to distribute to people impacted by Hurricane Harvey so they could shop with dignity at Goodwill stores for the clothes they needed.

The effect of Harvey is still very prevalent. Today, a year after the storm, our community is still recovering and rebuilding. Goodwill is part of the long-term solution. People who were affected by Hurricane Harvey, people who need help overcoming other tragedies, or have difficulties finding employment are turning to Goodwill for help every day.

The best way to support Goodwill is to donate gently-used clothes and household items multiple times a year. When you donate to Goodwill, you give someone an opportunity to gain independence, dignity and — most of all — you help our community remain vibrant and resilient.

Thank you for your continued support and for believing in the power of work.

John W. Owen

John W. Owen
President & CEO

Jennifer Staff

Jennifer Staff
Board Chair

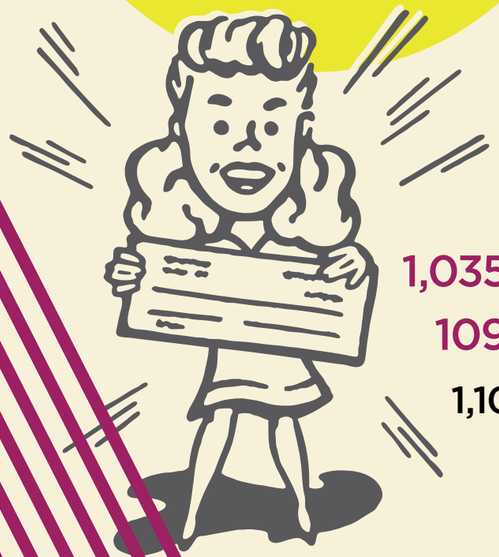
GOODWILL SERVICES

18,047 Services Provided **4,866** People Served

Employment Services

1,383
Training

285 Placement **195** Retention



Community Support Services

- **227** College Prep Sessions
- **81** GED/ESL Classes
- **196** Jail Resume Workshop
- **603** Financial Literacy
- **79** Job Fairs
- **5,660** Volunteer Hours

1,035 Clothing Vouchers Redeemed

109 Hurricane Harvey Clothing Vouchers Redeemed

1,108 People in the Community Service Restitution Program

1,110 Received Volunteer Income Tax Assistance (VITA)

COMMERCIAL SERVICES

Employing people with disabilities

102 People Employed

$1,829,672
Wages & Benefits Earned

197 tons
of paper recycled through the Document Destruction Program

2017 GOODWILL STATS

388,027 Donors

1,179,512 Shoppers

631 Employees

16 Stores with Donation Stations + eCommerce

10 Stand-alone Donation Stations

2 Distribution Centers

3 Learning Centers

SPECIAL EVENTS

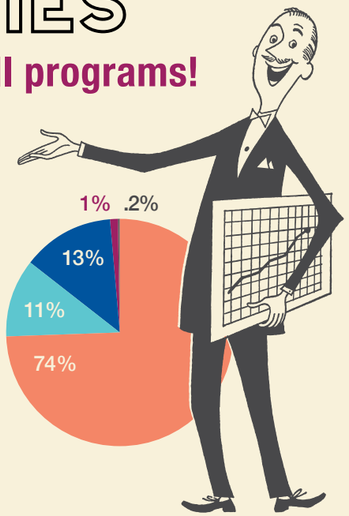
Goodwill BBQ Cook Off

Goodwill Week First Pitch

Goodwill Run

FINANCIAL ACTIVITIES

$0.95 of every dollar goes back into Goodwill programs!



Revenue

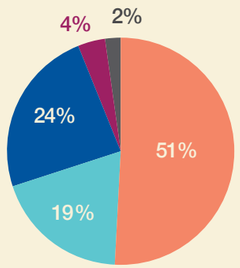
What the South Texas Community Invested in Goodwill

Donated Goods Program	$14,706,995
Commercial Services	2,194,554
Public Support	2,646,436
Mission Services	187,542
Miscellaneous	45,555
Total South Texas Community Investment	**$19,781,082**

Expenses

What Goodwill Reinvested Back into the South Texas Community

Salaries and Employee Benefits	$9,881,133
Fees & Supplies	3,590,244
Occupancy Costs	4,635,464
Other Miscellaneous Expenses	771,458
Depreciation	372,027
Total South Texas Community Reinvestment	**$19,250,326**



Funds Available for Expansion **$530,756**

Assets

Cash	$1,166,421
Accounts Receivables	295,724
Inventory	310,674
Other Current Assets	130,925
Long Term Investments	843,766
Land, Building & Equipment	2,298,509
Total Assets	**$5,046,019**

Liabilities & Net Assets

Accounts Payable	$174,193
Accrued Liabilities	719,710
Short Term Notes Payable	403,882
Long Term Notes Payable	601,335
Temporary Restricted	—
Unrestricted	3,146,899
Total Liabilities & Net Assets	**$5,046,019**

Independent Auditor: Gowland, Strealy, Morales & Company

Locations

goodwillsouthtexas.com

Beeville**
205 N Washington St.
Beeville, TX 78102
361-358-8283

Victoria
214 E. Larkspur St.
Victoria, TX 77904
361-894-8645

Port Ave/ Corpus Christi
2961 S. Port Ave.
Corpus Christi, TX 78405
361-884-3219

Southside/ Corpus Christi
6526 S. Staples St.
Corpus Christi, TX 78415
361-993-6500

Flour Bluff/ Corpus Christi
10209 South Padre Island Dr.
Corpus Christi, TX 78418
361-393-7088

Annaville/ Corpus Christi
11330 Leopard St.
Corpus Christi, TX 78410
361-248-4489

Kingsville
1601 S. Hwy 77
Kingsville, TX 78363
361-221-9992

Portland
1550 Wildcat Dr.
Portland, TX 78405
361-643-8446

Alice
1501 E. Main St.
Alice, TX 78468
361-668-0474

Palmhurst
300 E. Mile 3 Rd.
Palmhurst, TX 78573
956-585-0003

Brownsville
1765 E. Ruben Torres Sr. Blvd.
Brownsville, TX 78520
956-504-9136

Dixieland/ Harlingen
702 Dixieland Rd.
Harlingen, TX 78552
956-428-0139

Nolana
2713 W. Nolana St.
McAllen, TX 78501
956-928-1852

McColl/ Edinburg
1561 S. McColl Rd.
Edinburg, TX 78539
956-316-4747

Wisconsin/ Edinburg
3502 South I-69C
Edinburg, TX 78542
956-322-7546

Alamo
1323 W. Frontage Rd.
Alamo, TX 78516
956-702-4939

Store Hours: Mon–Sat: 9 am–8 pm, Sun: 10-6pm ****Beeville Hours:** Mon–Sat: 9 am–7 pm, Sun: 12-6pm

Baker Running Club Donation

Texas Veterans Commission Check Presentation to Goodwill Veteran Services

Hooks Donation Drive

Girl Scouts 96026 Donation