



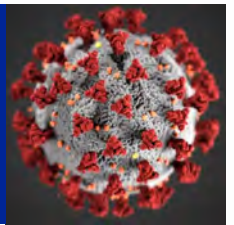
COMMUNITY IMPACT REPORT 2020



January 9, 2020
Grand Opening & Ribbon Cutting Ceremony



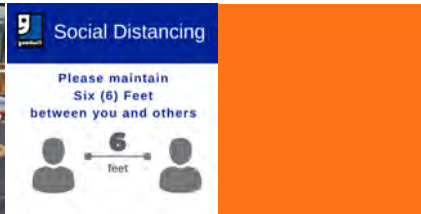
March 5, 2020, 33rd Annual Goodwill Run
Marjorie Boudreaux with Representative Todd Hunter



COVID-19



Plea to public to Hold Their Donations
April 2020



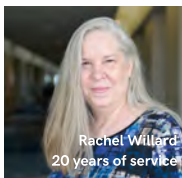
Goodwill Clearance Store

Goodwill



®

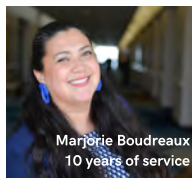
Industries of South Texas, Inc.



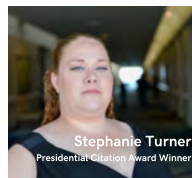
Rachel Willard
20 years of service



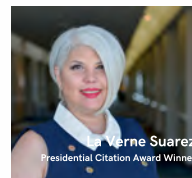
John Spencer
15 years of service



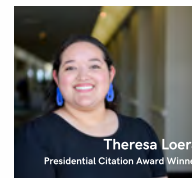
Marjorie Boudreaux
10 years of service



Stephanie Turner
Presidential Citation Award Winner



La Verne Suarez
Presidential Citation Award Winner



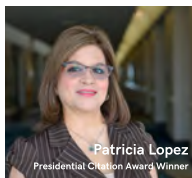
Theresa Loera
Presidential Citation Award Winner



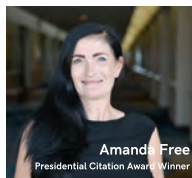
Carlos Garcia
Graduate of the Year



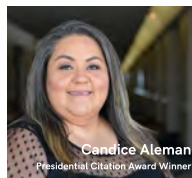
Benny Sandoval
Presidential Citation Award Winner



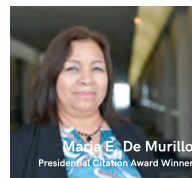
Patricia Lopez
Presidential Citation Award Winner



Amanda Free
Presidential Citation Award Winner



Candice Aleman
Presidential Citation Award Winner



Macia E. De Murillo
Presidential Citation Award Winner



Vanessa Latigo
Presidential Citation Award Winner



Heather Hayes
Achiever of the Year

Dear Friends of Goodwill,

No one knew that 2020 would bring us a global pandemic. Business-as-usual was how 2020 started out at Goodwill. We opened the Ed Carey store in Harlingen in January and put on the 33rd Annual Goodwill Run in March at Whataburger Field. Then the COVID-19 pandemic became so severe that in mid-March all non-essential businesses were mandated to shut down, including Goodwill. This negatively impacted our ability to earn revenue to fund mission-services programs. Dark days were ahead of us.

Initially, we furloughed 753 employees and anticipated a two-week shutdown. Meanwhile, South Texans were staying home and cleaning out their closets. In every market, city officials were calling us about donations that were left outside the stores and donation stations. We had an abundance of donations. While retail was closed, Goodwill continued to provide commercial services to the government during the shutdown. Those services included staffing, document destruction, janitorial, and groundskeeping. Goodwill reopened after a six-week shutdown.

The good news is that even though we were in a pandemic, we still accomplished a lot of things in 2020. First and foremost, we're still here. We got knocked down, but we got back up. Donations continue to be abundant throughout South Texas, thanks to our generous donors. On the mission services side, we launched our initiative, "*Let's Get Back to Work*" and shifted from providing services in-person to virtual. We continue to provide digital skills training, placement services, financial literacy, and nutrition classes. In 2020, we ended up serving 2,354 people through job training and placement services.

Brighter days are ahead. Big thanks to our Goodwill supporters – donors, shoppers, board members, staff, and volunteers – for doing your part in making Goodwill an impactful, successful community organization.

Thank you for believing in the power of work.



Stefany Schade, Chair of the Board of Directors
John W. Owen, President & CEO

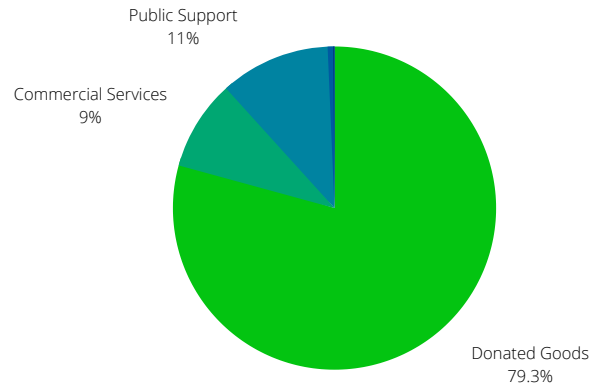
2020 Community Investment

\$0.95 of every dollar earned goes back into Goodwill programs

Revenue (\$)

What the Community Invested in Goodwill

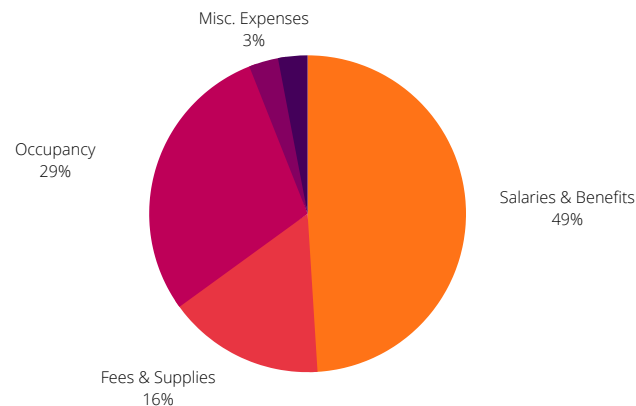
Donated Goods Program	14,628,536
Commercial Services	1,690,336
Public Support	2,054,502
Fee for Service	22,785
Miscellaneous	103,475
Total Community Investment	\$18,499,634



Expenses (\$)

What Goodwill Reinvested Back into the Community

Salaries and Employee Benefits	10,614,360
Fees & Supplies	3,576,844
Occupancy Costs	6,324,691
Other Miscellaneous Expenses	655,525
Depreciation	655,372
Change in NET Assets	(3,327,158)
Total Community Reinvestment	\$18,499,634



Assets

Cash	\$ 1,801,444
Accounts Receivables	295,045
Inventory	304,192
Other Current Assets	101,261
Long Term Investments	844,165
Land, Building & Equipment	3,009,173

Total Assets \$6,355,280

Liabilities & Net Assets

Accounts Payable	\$ 437,971
Accounts Liabilities	702,178
Short Term Notes Payable	1,402,750
Long Term Notes Payable	3,384,367
Temporary Restricted	-
Unrestricted	428,014

Total Liabilities & Net Assets \$6,355,280

Independent Auditor: Gowland, Streatly, Morales & Company

Mission Services Programs

People Served **2,354** Services Provided **2,410**

Employment Services

971 Training

153 Placement

196 Retention

Support Services



472

Clothing
Vouchers



257

Financial
Literacy

Volunteers

29 Board of Directors

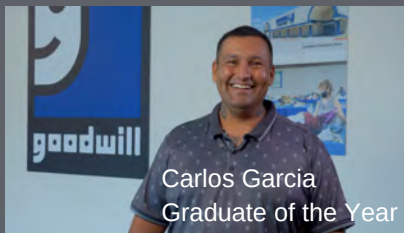
36 Goodwill Run

15 *VITA Volunteers

*Volunteer Income Tax Assistance



Board of Directors



Carlos Garcia
Graduate of the Year



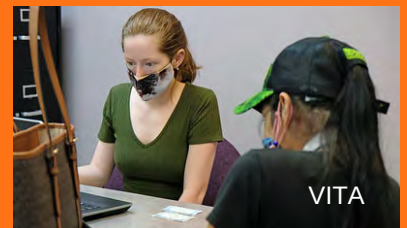
160
GED & ESL



Heather Hayes
Achiever of the Year



151
Community
Service
Restitution



VITA

2 Learning Centers

LET'S GET BACK TO *work.*



Commercial Services



Staffing Services



Customized Pallets



Document
Destruction



Groundskeeping



124 People with Disabilities were employed

through Commercial Services and **were paid \$1,509,719**



in wages and benefits. **124 tons** of paper were recycled

through Goodwill's Document Destruction Program.

Donated Goods Retail Program



Shoppers 1,093,812

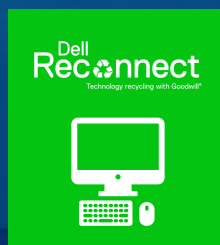
17 Stores with Donation Stations

1 Clearance Store

Donors 203,595

6 Stand Alone Donation Stations

2 Distribution Centers



8,490

TONS

of clothing & other household items
were diverted from landfills



Since 2016, Goodwill has provided over
140 dress military uniforms to families of veterans
who have passed away and needed a burial uniform.

2020 EXECUTIVE STAFF

John W. Owen, President & Chief Executive Officer

Will Lufburrow, Chief Operating Officer

John Spencer, Chief Financial Officer

Rachel Loera, Vice President of Mission Services

Marjorie Boudreaux, Vice President of Marketing & Fund Development

Erica Cook, Director of Retail - Southern

Artery Cooper, Director of Contracts

Carlos Garcia, Director of Loss Prevention

Willie Green, Director of Information Technology

Steven Guerrero, Director of Retail - Central & Northern

Melissa Martinez, Director of Special Projects

Rose Guajardo Mireles, Director of Staffing Services

Sarah Monreal, Director of Human Resources

Lizette Maldonado, Director of Mission Services

Tami Randel, Director of Finance



33rd Annual Goodwill Run



Ed Carey VIP Night



eCommerce



Nolana \$1M Store



Annville \$1M Store

2020 BOARD OFFICERS

Stefany Schade, Board Chair
TorOso Financial Group, LLP

Otis Peaks, Corporate Treasurer
Community Volunteer

Daniel Carlisle, Vice Chair
C&C Risk

Jennifer Staff, Past Chair
Guild Mortgage

Peter Avots, Corporate Secretary
Wood Boykin & Wolter P.C.

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

2020 BOARD MEMBERS

Brady Ballard
Corpus Christi Hooks

Daniel Gonzalez
Wood Boykin & Wolter P.C.

Gary W. Moore
Revolutionary Insurance Group, LLC

John Carlson
Braswell Office Systems

Natesh Kumar
ARG Holdings

May Nardone
Farmers Insurance

Joseph Cortez
Exit Realty

Mark LaRue
Plains Capital Bank

Roy L. Pell
Community Volunteer

Matt Crocker
Crocker Moving & Storage Co.

Michael A. Limon
Texas Farm Credit

Elisa Perez
ESP Consulting

Katherine Dain
DWD Pizza Pizza Co. Inc.

William Marin
San Marin Restaurant Group

Paul J. Piper
Salazar Insurance Group

Ryan Dewbre
Dewbre Management, LLC

Matt Martini
First Community Bank

Gary Pruett
First Community Bank

Jodi Goings
Turner | Ramirez Architects

Michael Miller
Teal Construction Company

Julio C. Reyes
AEP Texas

2020 Director Emeritus

Randy Murphy
Corpus Christi Realty Management, Inc.

John Seaman
Seaman Financial



GOODWILL STORES with DONATION STATIONS

9 a.m. - 8 p.m. Monday - Saturday | 10 a.m. - 6 p.m. Sunday

GOLDEN CRESCENT

Victoria

Houston Hwy
4302 Houston Hwy
Victoria, TX 77901
361-703-5609

Larkspur

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

COASTAL BEND

Alice (Sagewood Mall)

1501 E. Main St. Ste. 17
Alice, TX 78332
361-668-0474

Beeville*

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

*Mon-Sat 9 a.m. - 7 p.m. | Sun 12-6 p.m.

Corpus Christi

Port
2961 S. Port Ave.
Corpus Christi, TX 78405
361-400-1741

Staples/Saratoga

6526 S. Staples St.
Corpus Christi, TX 78413
361-993-6500

Flour Bluff

10209 S. Padre Island Dr.
Corpus Christi, TX 78418
361-939-7088

Annaville

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

Clearance Store*

4135 Ayers Street
Corpus Christi, TX 78415
361-288-1870
*Open Daily 10 a.m. - 6 p.m.

Kingsville (Wild Horse Mall)

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

COASTAL BEND, cont.

Portland

1550 Wildcat Dr.
Portland, TX 78374
361-643-8446

Rockport

1326 Hwy. 35 North
Rockport, TX 78382
opening Spring 2022

RIO GRANDE VALLEY

Alamo

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

Brownsville

1765 Ruben Torres Sr. Blvd.
Brownsville, TX 78521
956-504-9136

Edinburg

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

Wisconsin

3502 S Interstate 69C
Edinburg, TX 78542
956-383-0001

Harlingen

Ed Carey
1101 N Ed Carey Dr.
Harlingen, TX 78550
956-365-9989

Dixieland

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

McAllen

Nolana
2713 W. Nolana Ave
McAllen, TX 78504
956-928-1852

Palmhurst

300 E. Mile 3 Rd. Unit 101
Palmhurst, TX 78573
956-585-0003



GOODWILL DONATION STATIONS

361-884-4068 | 956-383-0023 **10 a.m. - 6 p.m. daily**

Corpus Christi

Alameda
4211 S. Alameda St.
Corpus Christi, TX 78412

Everhart

6601 Everhart Rd. Ste H-3
Corpus Christi, TX 78413

Weber

3921 Saratoga Blvd, Suite 107
Corpus Christi, TX 78415

McAllen

Pecan
2825 Pecan Blvd, Suite E
McAllen, TX 78501

Mission

Shary
201 N. Shary Rd., Suite #3
Mission, TX 78572

RETAIL OPERATIONS CENTER (ROC)

4135 Ayers St.
Corpus Christi, TX 78415
361-288-1870

eCommerce Customer Service
361-371-4337



GOODWILL LEARNING CENTERS

By Appointment Only

Corpus Christi

4135 Ayers St. (at Port Ave)
Corpus Christi, TX 78405
361-884-4068

Edinburg

3502 S Interstate 69C
Edinburg, TX 78542
956-383-0023

GOODWILL CORPORATE OFFICES

Monday - Friday 8 a.m. - 5 p.m.

2961 S. Port Ave.
Corpus Christi, TX 78405
telephone: 361-884-4068

