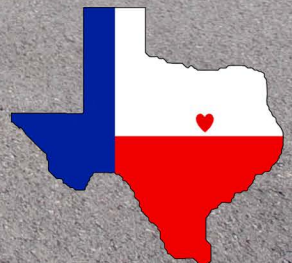


Annual Report 2012



**Heart of Texas Goodwill
Industries, Inc.**

Serving the community since 1955



OUR MISSION

Our mission is to actively pursue the full participation in society of people with disabilities and disadvantages by expanding their opportunities and capabilities through our employment and training programs.

Board of Directors

Steve R. Wolfe, *Chairman*
Nathan Sloan, *Vice Chairman*
Aubrey Brickhouse, *Treasurer*
Kelly Barr, *Secretary*
Dick Dwinell, *Past Chairman*
James Anderson
Kim Barr
Harold Broussard
Randy Brown
William Cofield
Donna Dill
Don Johnson
Gene Weaver
Keith Williamson
Daniel Nisley

Executive Staff

Daniel Nisley
President/CEO

Charlsey Nisley
Chief Operating Officer

Tonya Nunn
Accounting Director

Shannon Kendrick
Mission Services Director

Susana Wolfe
Human Services Director

Kevin Ringer
Asset Protection Manager

Rebecca Potter
Retail Operations Director

OUR SERVICES

WORKSHOP SERVICES

Goodwill operates a corporate headquarters building in Waco and a secondary business office in Harker Heights. These facilities contain a production workshop used to provide job skills training. Services offered in these facilities include School to Work Transition programs, Return to Work programs, Work Adjustment Training, and Volunteer Service Opportunities. Clients in these programs are primarily referred by local school districts, workmans' compensation companies, the Texas Workforce Commission, or the Texas Department of Assistive and Rehabilitative Services.



LEARNING CENTER SERVICES



Heart of Texas Goodwill Industries also operates three Learning Centers located in Temple, Killeen and Waco. Goodwill Learning Centers provide one-on-one assistance to participants, as well as classroom instruction, in the areas of job search, job placement, resume writing, and interview skill techniques. Classes are offered to help participants sharpen their skills in typing and using a computer or specific computer software. Most services are free of charge and all services open to the public. In select centers, classes are also available in Parenting and Anger Management as well as self-paced guidance in English as a Second Language (ESL) and General Education Development (GED). Additional services and partnerships are continually developed in each region depending on the expressed needs of the community.

OUR FINANCIALS

The Community Gave to Goodwill:	2012	2011
Retail Sales	\$4,573,623	\$4,486,365
Donated Goods	\$5,875,038	\$5,744,774
Contract Services, Salvage, & Other Programs	\$1,959,130	\$1,470,308
Direct Public Support (Cash Donations)	\$8,333	\$1,892
Investments	\$96,112	\$16,469
Total Operating Revenue	\$12,407,791	\$12,280,549

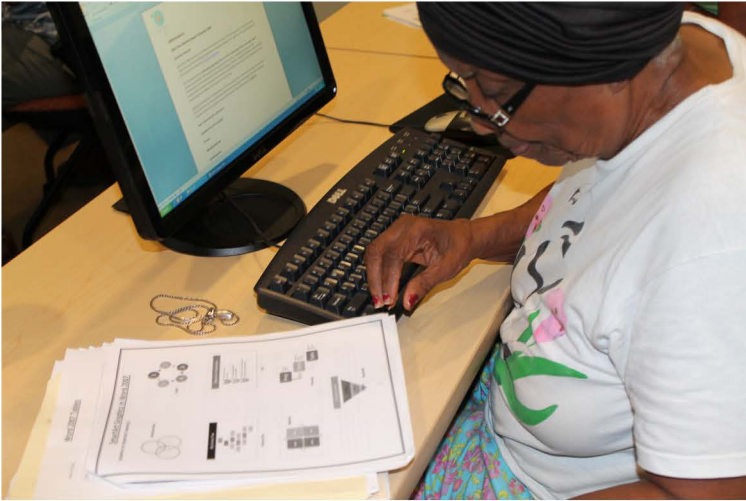
Goodwill Gave to the Community:		
Salaries, Wages, Taxes, & Benefits	\$7,056,690	\$2,202,013
Management & General Expenses	\$3,556,997	\$10,153,060
Total Expense	\$10,613,687	\$6,825,870

Combined Statements of Financial Position:

<i>Assets</i>		\$8,855,552
Cash & Cash Equivalents	\$8,897,258	\$66,599
Accounts Receivable	\$101,895	\$1,260,699
Inventories	\$1,569,860	\$159,656
Prepaid Expenses	\$235,321	\$14,328,722
Land, Buildings, & Equipment (Net)	\$15,123,031	\$636,493
Other	\$813,959	\$25,307,721
Total Assets	\$27,130,883	

<i>Liabilities</i>		\$1,093,189
Current Liabilities	\$1,089,881	\$590,047
Deferred Compensation	\$768,630	\$9,804,697
Total Liabilities	\$9,691,095	\$25,307,721
Liabilities & Net Assets	\$27,130,883	

OUR IMPACT



All Programs (Unduplicated)

Employment Programs.....	727
(Paid by Goodwill)	
Employment Programs.....	39
(Paid by a 3rd Party)	
Learning Center Services.....	1,335
Tax Preparation Assistance.....	1,368
Volunteer Programs.....	98
Total People Served.....	3,567

Number of Classes Offered

Parenting.....	48
Basic Computers.....	265
Anger Management.....	8
GED.....	153
ESL.....	111
Resume and Interviewing.....	2
Financial Education.....	5

Learning Center Services

Computer Training Services.....	924
Computer Classes.....	1,903
Employment Services.....	3,651



OUR LOCATIONS

WACO:

1700 South New Road*
916 East Waco Drive
928 North Valley Mills Drive
1508 Hewitt Drive
2429 LaSalle Avenue
3332 Franklin Avenue

TEMPLE:

4108 South 31st Street*
11 North 4th Street

KILLEEN:

4004 East Stan Schlueter Loop*
2421 South W.S. Young Drive

HARKER HEIGHTS:

125 East Kathy Street

BRYAN:

2600 South Texas Avenue

COLLEGE STATION:

2704 Texas Avenue South

*** = Learning Center Location**

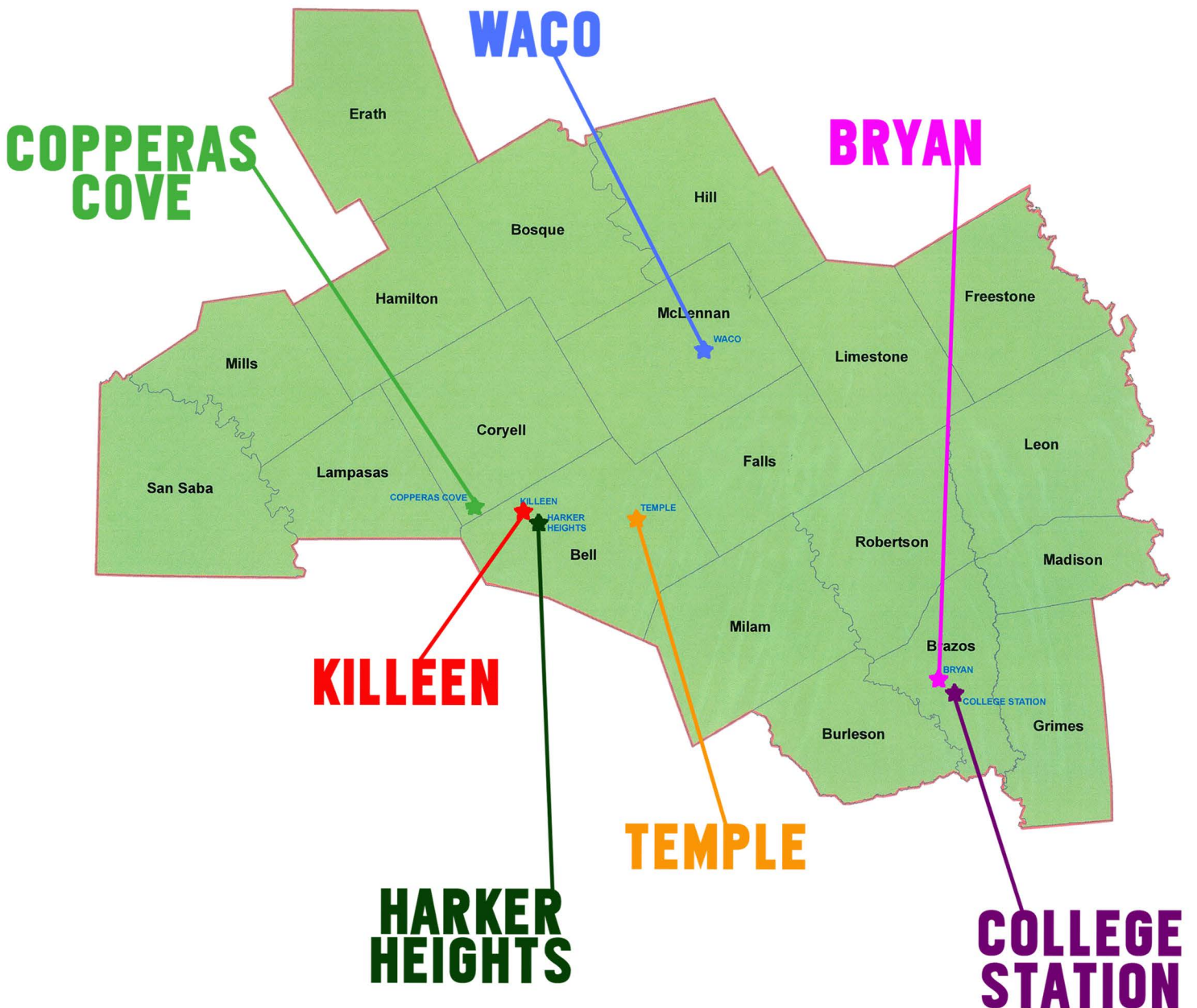


OUR TERRITORY

Heart of Texas Goodwill Industries and Goodwill Contract Services provide services to 20 counties in Central Texas and the Brazos Valley.

Retail stores are available in Waco, Temple, Killeen, Harker Heights, Copperas Cove, Bryan and College Station.

Goodwill Learning Centers offer free services to the public in Waco, Temple, and Killeen.



Coming in 2013



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