

Mission Statement

Goodwill empowers and prepares people for independence through training, personal growth and work.

A note from the President and CEO...

2023 was a mixed year of success and challenges. Retail sales soared by 11.5% and employment services programs continued to be strong with the Pre-ETS program growing in Noble County. Medical costs escalated for the second year in row which resulted in a budget shortfall. However, the organization's cash position is still strong.

In early 2023, donated goods fell to unprecedented lows which hurt Shop Goodwill sales. Our advertising campaign was then aimed directly at the need for item donations. That campaign on area radio, TV and print quickly remedied the shortfall and additional storage space was required to handle the generous donations from the community. This is a very good "problem" to have.

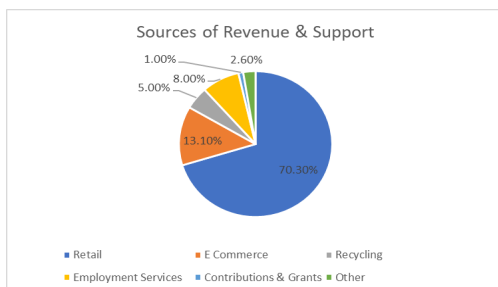
We also have extended our collaborative efforts to other area nonprofits. Goodwill is now handling the apparel salvage for The Lighthouse and Blue Jacket. Our trucks routinely visit more than a dozen small thrift shops throughout northeast Indiana, picking up any excess donated product that those shops can't use. Our community yard sales pickups continued to grow in 2023.

In this annual report, we share some of the statistics of how Goodwill served the community over the past year. We look forward to working even harder as we grow in our mission in Northeast Indiana in 2024.

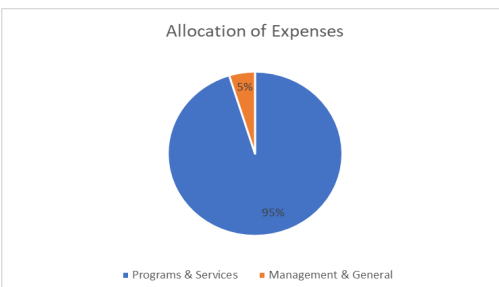
Kevin Morse, President & CEO

Goodwill Industries of Northeast Indiana, Inc. is a 501(c)(3) non-profit organization qualifying for tax-deductible contributions. Financial information is excerpted from the 2023 Financial Statements audited by the CPA firm, Baden Gage and Schroeder, LLC.

2023 Total Revenue: \$12,881,189



Distributions to Mission & Programs: 92.3%



Employment Services & Pre-ETS Statistics

Total Persons served:	565
Voc Rehabilitation referrals:	100
Number of job placements:	37
Average client hourly pay rate:	\$14.51
Number of Pre-ETS students:	397
Stipends earned by students:	\$59,395.60
% Client Satisfaction:	96%
Clients on the waiting list:	0
% clients with multiple disabilities:	81%

2024 Strategic Plan Goals



2023 Board of Directors

Doug Barrow—Vice Chair

WANE TV

Melissa Beber

Greater Fort Wayne Inc.

Stan Beberich

Retired—DWD

Nicholas Elkins—Secretary

Indiana Michigan Power

Chad Glassburn

Lake City Bank

Matt Henry

Patterson Riegel Advertising

Amy Hochstetler—Treasurer

The Orthopedic Hospital

LaTasha Johnson

State Farm Insurance

Luke Labas

The League

Robert Lee

University of Saint Francis

Tim Manges

Fletcher Van Guilder, LLC

Todd Nichols

Retired—Ivy Tech Community College

Randy Rusk

Do it Best

Wil Smith

Smith & Associates Consulting, LLC

Lindsey Tipton

Haller & Colvin, P.C.

Edward Welling

Grinsfelder Associates Architects, Inc.

Alison Wright

Podlaski LLP

Steve Zacher—Chair

The Zacher Company

Kevin Morse—Ex-Officio

President & CEO

Leadership Team

Kevin Morse

President & CEO

Marita Crawfis

Chief Operating Officer & Senior VP

Ashley Hill

VP of Transition Services

Molly Miller

Chief Financial Officer & VP of Finance

Teri Mozzone

VP of Retail Sales Operations

Pamela Pee

VP of Information Technology

Rick Waggoner

VP of Operations & E-Commerce

Randy Wolf

Chief Mission Officer & VP of

Workforce Development

2023 statistics that work



9 northeast Indiana counties—

Goodwill's service area covers Allen, Adams, DeKalb, Huntington, Lagrange, Noble, Steuben, Wells, and Whitley.

85% attendance and 100%

financial giving—from volunteer Goodwill Board of Directors.

92.3 cents of every dollar—goes back to Goodwill's local mission in Northeast Indiana.

\$5.3 million or 72% of total payroll—earned by 177 Goodwill employees with disabilities and employment barriers.

\$676,122—projected wages of clients placed into work evaluations or community employment. Starting wages ranged from \$7.25 to \$25 hourly; 81% clients placed into employment have multiple disabilities and 19% a single disability.

\$1.3 million in federal, state and local taxes—paid by Goodwill and 364 employees working for Goodwill in the nine counties served.

313 people—who worked for Goodwill received case management and/or advocacy services in 2023.

397 high school and college students

with disabilities—benefited from job exploration counseling, work-based learning experiences, counseling on postsecondary opportunities and skills in workplace readiness and self-advocacy.

14 northeast Indiana High Schools and 5 Colleges—partnered with Goodwill to provide Pre-Employment Transition Services to students.

3,381,090 pounds—of donated textiles, shoes, cardboard, books, computers, computer accessories, cell phones and other goods were repurposed or recycled and kept out of the waste stream.

7 Agencies—that Goodwill provides vouchers to for free items that are needed by individuals in difficult life situations.

462,809 purchases—were made in Goodwill's 8 thrift stores by customers who were provided with low-cost, high-quality **sustainable shopping experience**.

68,608 shoppers—made online purchases through Goodwill's E-commerce sites.

www.ShopGoodwill.com/fortwayne

www.Ebay.com/str/goodwillnortheastindiana

www.Goodwillbooks.com

www.Amazon.com

