

UNLIMITED UNLIMITED
UNLIMITED UNLIMITED



**LICKING/KNOX
GOODWILL IS
UNLIMITED!**

UNLIMITED



Table of Contents

Board of Trustees	5
Retail Stores.....	6
Contract Services	8
Vocational Rehabilitation	10
Recycling	13
Year in Photos	14
Vehicle Donations	16
C.A.R.E. About Safety.....	18
Employee Training	20
More About Goodwill	22
Community Partners	24
Financial Statements	26



An equal opportunity / affirmative action employer.



Timothy J. Young, Executive Director

Licking/Knox Goodwill

2011 was the year of unlimited possibilities. My first year as Executive Director was exciting, rewarding, and fast! Our successes were made possible by our staff working together and striving to become the best in providing products and services to our community. And all of our divisions improved in performance.

The addition of several "new" items in our retail stores has helped to provide affordable products to our shoppers. Over the summer, the first "new" items sold in our stores were sunglasses. The success led to the addition of seasonal decorations, pet supplies, candles, socks, overstock closeouts (known as Unlimited Bargains), and new Ashley and Coaster furniture. The year concluded with the opening of the Goodwill Unlimited retail store in Heath, Ohio. The grand opening celebration saw over 1,500 people register for door prizes and countless more enjoyed shopping and special discounts.

Initiatives in our Contracts Division have helped Goodwill become a leader in the "Green Cleaning" industry. We now offer several levels of sustainability programs customized to meet specific needs or budget requirements. Yes, you can be "green" on a budget. Our own offices are doing their part to participate in environmentally-friendly processes. The year ended with the division obtaining third party certification through the BETCO Company. We now provide certified training to our employees in many cleaning techniques.

The Vocational Rehabilitation division was proud to close out the year with one of the most successful GoodGuides Youth Mentoring programs in the country. Our program finished out the federally

funded grant ranked in the top 25 percent in the nation. Our program was so successful in Newark High School that it was expanded to help students in area middle schools. During the year, the division placed 33 people into competitive employment through Job Development services. They also assisted 54 veterans during our Veterans Employment Workshops.

2011 was also the year of extensive training. The project involved research, developing a "Leader's Guide," and creating an informative presentation for each topic. All of our staff participated in monthly interactive training with unique topics each session. The training sessions were organized, informative, well received, and thoroughly documented. During the year, Goodwill's in-house trainers documented well over 7,000 training hours for employees.

The year had too many exciting events, new products, new services, and record breaking sales to name them all. I am truly proud to be a part of Licking/Knox Goodwill and would like to congratulate the staff for all their accomplishments. Looking ahead, I am sure 2012 will bring unlimited new and exciting projects and many, many more record breaking accomplishments.

Sincerely,

A handwritten signature in blue ink, appearing to read "Tim", with a stylized flourish at the end.

Timothy J. Young
Executive Director



Putting People to Work!

Goodwill is one of the world's largest nonprofit providers of education, training, and career services for people with physical, mental, and emotional disabilities or disadvantages, such as welfare dependency, homelessness, and lack of education or work experience.

Goodwill believes work has the power to transform lives by building self-confidence, independence, creativity, trust, and friendships. Everyone deserves an opportunity to have these benefits.

Goodwill was founded in 1902, in Boston by Rev. Edgar J. Helms, a Methodist minister and early social innovator. Helms collected used household goods and clothing in wealthier areas of the city and then trained and hired those who were poor to mend and repair the used goods. The goods were then resold or given to the people who repaired them. The system worked, and the Goodwill philosophy of "a hand up, not a hand out" was born.

Licking/Knox Goodwill Industries, Inc. is one of 167 autonomous, worldwide members of Goodwill Industries International. Goodwill has provided quality employment and training services to Licking and Knox counties and Central Ohio private businesses, local, state, and federal agencies since 1957.

Today, Licking/Knox Goodwill employs in excess of 300 people. This includes administrative and management staff who oversee contract work services, retail locations and an internet sales location (www.shopgoodwill.com), vocational rehabilitation services, automotive sales, automotive service, and maintenance divisions.

Our Mission

Licking/Knox Goodwill Industries, Inc. provides training, employment, and support services to individuals with disabilities and other barriers to employment.

Our Vision

To be an organization focused on effectiveness, quality, and professionalism in the services we provide.

2011 Goodwill Board of Trustees

President - Korey M. Kidwell

Attorney
Murray, Rauzi & Kidwell Ltd.

Treasurer - Rich Pfahler

CPA, McLeish, Bowman,
Barber & Pfahler, Inc.

Vice President - Jack Crockford

Retired, Buckeye Linen

Secretary - Tom Abbott

President, Abbott Consulting, LLC

Joe Corby

Retired, State Farm Insurance

Robin Stein

Human Resources Vice President,
Park National Bank

Judge Michael F. Higgins

Licking County
Municipal Court

Susan Sukys

Financial Advisor,
Money Concepts Financial Planning Centre

Karen Jones

Program Officer,
Licking County Foundation

Marjorie Wilson

Customer Service Specialist,
Kohl's Department Stores

Melissa Fleming

Assistant General Counsel,
Mount Carmel Health Systems

Ray Wilson

Owner, Wilson Travel Service

Dr. Marc Miller

Neuropsychologist

Emeritus Trustee - Bernie Nye

Retired, Instructor, COTC

Anne Peterson

Human Resources Vice President,
Licking Memorial Health Systems

Legal Counsel - Rod Nelson

Reese, Pyle, Drake & Meyer





Heath

550 Hopewell Drive
(740) 522-1212

Monday – Saturday, 9:00 am – 9:00 pm
Sunday 11:00 am to 7:00 pm

Buckeye Lake

10933 Hebron Road
(740) 928-0199

Monday – Saturday, 9:00 am – 9:00 pm
Sunday 11:00 am to 7:00 pm

Pataskala

78 Oak Meadow Drive
(740) 927-2500

Monday – Saturday 9:00am – 9:00 pm
Sunday – 11:00 am to 7:00 pm

Johnstown

715 Coshocton Road
(740) 967-2926

Monday – Saturday, 9:00 am – 9:00 pm
Sunday 11:00 am to 7:00 pm

Utica

41 Columbus Road
(740) 892-9123

Monday – Saturday 9:00 am – 7:00 pm
Sunday – 11:00 am to 6:00 pm

Mount Vernon

855 Coshocton Avenue
(740) 392-9991

Monday – Saturday, 9:00 am – 9:00 pm
Sunday 11:00 am to 7:00 pm

Mount Vernon

60 B Parrott Street
(740) 393-0081

Monday – Saturday, 9:00 am – 9:00 pm
Sunday 11:00 am to 7:00 pm

Newark

927 North 21st Street
(740) 364-0804

Monday – Saturday, 9:00 am – 9:00 pm
Sunday 11:00 am to 7:00 pm

Newark

101 Union Street
(740) 345-8191

Monday – Saturday, 9:00am – 9:00 pm
Sunday 11:00 am to 7:00 pm

Virtual Store

550 Hopewell Drive
(740) 522-1212

Office: Monday – Friday 8:00 am – 5:00 pm
Online: 24 Hours @ www.shopgoodwill.com

Shopping and Donations

Shopping at Goodwill means more than good deals. Thousands of items are put on our sales floor daily. Many are unique or designer items! Special sales run weekly; and new sale items become available every Sunday.

Donations to Licking/Knox Goodwill's retail stores help fund our mission. Customers may bring donations to any Goodwill store location. Donations are sorted, processed, and distributed to the sales floor for waiting customers. When you donate your gently-used items to Goodwill, you can be confident they will be used wisely.

Our Newest Location

Goodwill Unlimited

The new Goodwill Unlimited location in Heath, Ohio, opened on November 4, 2012. The store occupies the former Scott's Lumber building on Hopewell Drive.

Goodwill Unlimited houses several operations for the organization including a new 13,000 square foot retail store and internet auction store (shopgoodwill.com), plus a 48,000 square foot warehouse space, donation center, and recycling operation.

Centralizing these operations represents a significant cost savings for the organization. The move also allows Licking/Knox Goodwill to expand and diversify the products and services we provide.

This opportunity was made possible through the generosity and support of our community.

Online Shopping

Goodwill's internet auction site posts items to customers across the country every day. It's an easy and fun way to find just what you've been looking for. Sign up for a FREE shopgoodwill.com auction account today!



Retail Stores

Retail Donors: 79,746

Retail Store Customers: 340,182

Retail Employees: 122 (Year End)





Custodial Services

We offer competitively priced, quality custodial services with on-time delivery. NO JOB IS TOO BIG OR TOO SMALL!! We specialize our services to meet your needs. We can provide any type of custodial service:

- General Office Cleaning
- Day Porter Services
- Fire and Water Restoration*
- Hard Surface Floor Care
- Window Cleaning*
- Snow Removal*
- All Types of Carpet Care
- Commercial Lawn Care*

*Offered as an addition to a custodial contract.

Goodwill contract services offer a full line of janitorial and maintenance equipment and supplies. Uniforms for Goodwill employees are provided upon request. Goodwill is fully insured and can provide security and background checks. Customized services are provided to fit the unique needs of every customer.



- Offices
- Banks
- Food Service
- Hospitals
- Factories
- Schools
- Court Rooms
- Morgues
- Retail
- Day Cares
- Warehousing
- Hotels
- Museums
- Churches
- Gymnasiums

Fulfilling Business Needs

Custodial jobs, general maintenance, commercial lawn care, fulfillment contracts (packaging and assembly), light manufacturing, and much more... Goodwill provides a broad range of business services customized to your unique requirements.

Goodwill employees receive extensive training using proven methods from industry professionals. Effective quality control programs are utilized meeting all federal, state, city, OSHA, and customer guidelines.

Contract Services

Square Feet Maintained: Over 2 Million
Labor Hours Worked: 275,067
Contract Employees: 163 (Year End)

Floor Care

Our Staff is trained and experienced in all types of floor care, including Terrazzo, vinyl, ceramic, carpet, concrete, wood, rubber, marble, and more.

No job is too large! We can provide a one-time clean, strip, and finish service or continuous maintenance. Our trained and supervised staff provides excellent service at competitive prices and ensures the job is done to your satisfaction.

Green Cleaning

Green cleaning refers to using cleaning methods with environmentally-friendly processes, ingredients, and chemicals in order to preserve human health and environmental quality.

Sustainable techniques and products avoid the use of chemically-reactive and toxic cleaning products that contain various chemicals. We can help customers develop a sustainability program to meet state and federal laws.

Our sustainability programs can be individualized to meet specific needs and budget requirements.





What is Vocational Rehabilitation?

Goodwill Vocational Rehabilitation is a series of programs used to assist an individual's transition into the workforce. Real life people needing real life services are what Goodwill is about. The referring agency is billed for services provided and is kept informed of a client's progress through written reports and evaluations completed by Goodwill's Vocational Rehabilitation Specialists.

Veterans Employment Workshop

We offer two-day employment workshops for veterans. During the course of a workshop, a veteran receives the resources necessary to obtain and maintain employment. Those resources include interest assessment, resume and cover letter preparation, master application, interviewing skills, how to obtain job leads, and how to meet the expectations of their employer.



Benefits to Employers

Goodwill continually seeks partnerships with local businesses to provide a variety of work opportunities for our Goodwill clients. Employers receive "free labor" in exchange for providing a client the opportunity to transition back into the workforce.

The employer is given the opportunity to evaluate the client's work performance to determine if the client may be considered for hire. Also, employers may be eligible for federal tax credits by hiring a Goodwill client.

Goodwill offers specialized programs to benefit both employers and clients. A knowledgeable Vocational Rehabilitation Specialist is assigned to each client and assists throughout the process.

Job Coaching is available, as needed, to ensure a smooth transition. Job Retention services are available at no charge for the first 90 days if a client is hired.

Vocational Rehabilitation

Clients Served: 365
Training Hours: 17,092

Specialized Training

- Career Interest Assessment
- Community Based Assessment
- Job Coaching
- Job Development
- Job Retention
- Job Shadowing
- Job Try Out
- Life Skills Training
- Occupational Skills Training
- Supportive Vocational Services
- Work Adjustment



W.I.A. Youth Works

W.I.A. Youth Works is a 16-week program serving out-of-school youth ages 16-21 in a paid work setting. Participants gain valuable work and life skills. Participants will also receive support services such as case management and access to various educational opportunities. The long-term goal for participants is the opportunity to obtain permanent employment and/or enrollment in a formal education program. This program is funded by the Licking County Department of Job and Family Services.

Summer Youth Programs

Summer Youth Programs are intended to promote a student's transition from high school to post-secondary education, vocational training, or integrated employment. Services may include an evaluation of the consumer's vocational needs, instruction on vocational topics such as interviewing skills, work behaviors, basic job readiness skills, and independent living skills, as well as integrated, community based work experiences. Staff work with students to learn job tasks and skills needed in the workplace. Students are paid Ohio minimum wage for work time.

GoodGuides™

The GoodGuides Youth Mentoring Program provides a structured "time out" during the school day, helping youth (ages 12-18) establish positive relationships with adults and older peers, while:

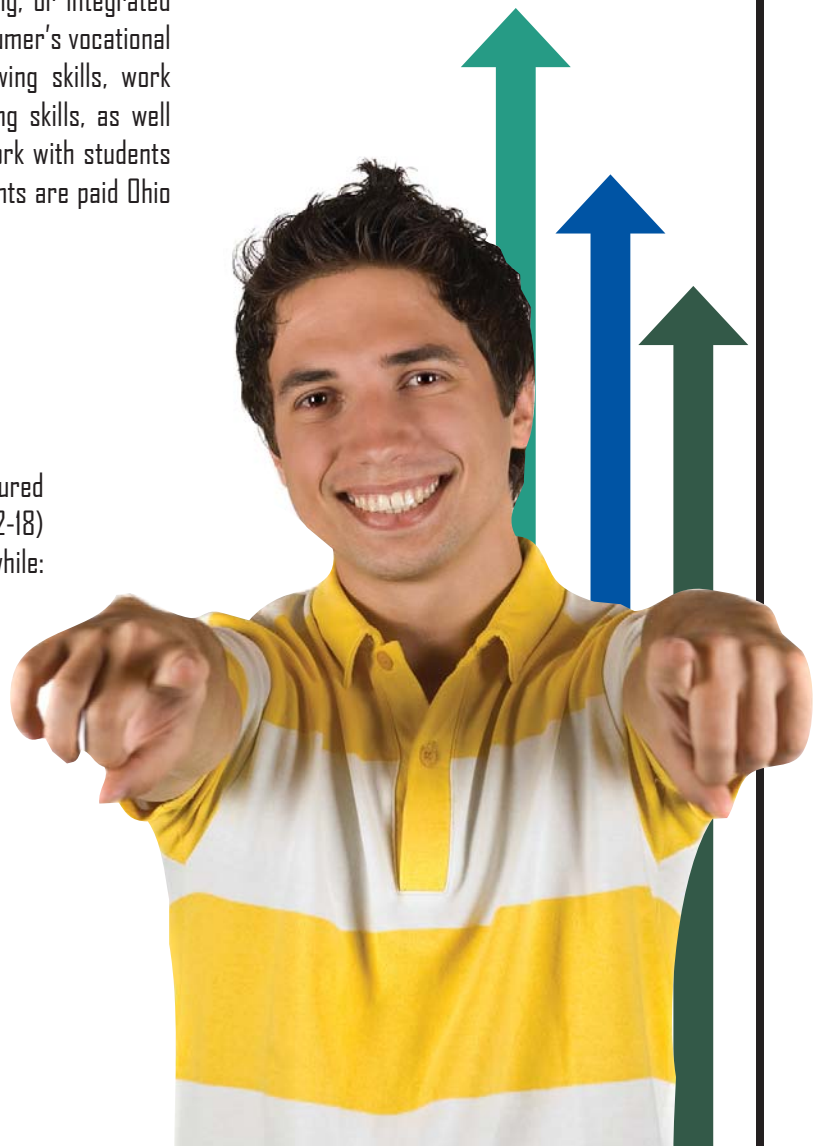
- Building Self-Esteem
- Setting Goals
- Exposing Youth to Post-Secondary Education and Career Options
- Motivating Youth to Stay in School

GoodGuides also provides youth with quarterly activities to facilitate:

- Career Awareness and Exploration
- Greater Connection to the Community
- Positive Social Engagement

Youth Programs

Youth Works Participants: 24
Summer Youth Participants: 15
GoodGuides Participants: 151





Goodwill Recycling

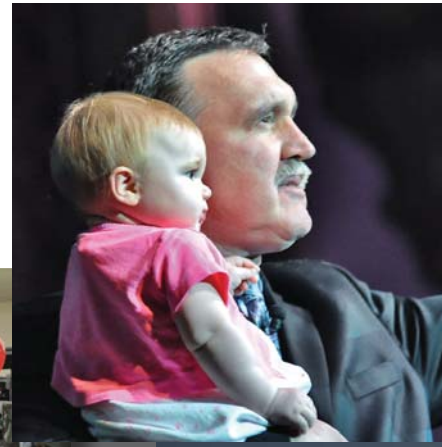
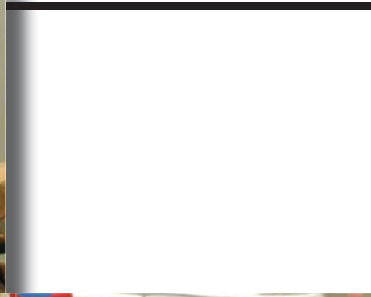
Salvage Operations

Goodwill partners with several salvage companies to get the most out of your donations. Clothing, cardboard, books, shoes, stuffed animals, cell phones, and computers in poor condition are processed and sold as salvage.

Reconnect

Goodwill has partnered with Dell to recycle obsolete or broken computer equipment. Anything that attaches to a computer can be recycled through this program. Computer towers, monitors, disks, CDs, keyboards, mice, speakers, etc., can be dropped off at any Goodwill retail store.









Donate Any Vehicle Get A Tax Deduction*

**Monday, Wednesday, Friday - Noon to 5:00 pm
36 Wilson Street - Newark, Ohio 43058**

(740) 345-4749

Goodwill's Used Car Lot accepts donations of any vehicle or boat. Call to arrange FREE pickup or drop off your vehicle during business hours.

All you need is the title and keys. Donate your vehicle today and receive a tax deduction for the gross proceeds received from the sale of the vehicle.* The Used Car Lot is also a great place to purchase your next vehicle.



*Consult your tax advisor for details.

When Donating A Vehicle

- Give to charities you know and trust.
- Find out which nonprofit organizations accept car donations and whether they require the car to be in working condition.
- Find out how your donation will be used and what percentage of the charity's revenues fund mission-based programs versus administrative costs. Licking/Knox Goodwill channels 90% of its revenues into its job training and employment programs.

Steps to Donate

- Verify the car has a clear title.
- Call the Goodwill Used Car Lot at (740) 345-4749.
- We will schedule a pick-up time or you can drop off.
- Have your vehicle's title and your State Issued ID ready when we arrive.
- Do not sign your title before we arrive.
- Your vehicle is offered for sale on our used car lot.
- When your vehicle sells, we will mail you a 1098C tax form, for tax deduction purposes.

Vehicle Donations

Vehicle and Vessels Donated: 81

Total Donors: 79

Vehicles and Vessels Sold: 91

Trade Ins: 6



Committed to safe work practices
Accountable to the safety of ourselves and fellow employees
Responsible to recognize and report unsafe conditions
Encourage compliance to safety rules and regulations

Highlights

- BWC recordable incident severity rating reduced for the fourth consecutive year.
- Launched Action Security Group security services division.
- External and internal theft incidents were substantially decreased company wide.
- Our new Goodwill Unlimited store now features our largest and most sophisticated camera system to date.
- To increase the overall safety of our drivers and organization, company vehicle GPS systems were utilized to verify safe and appropriate driver activity.
- Licking/Knox Goodwill Industries, Inc. continues to be a consistently active participant in the Licking County Safety Council.



Safety Program

The C.A.R.E. About Safety Program is an essential tool for our Safety and Security Department because it focuses on our most important asset, our employees.

The C.A.R.E. program provides postage paid feedback forms at all Licking/Knox Goodwill worksites. Employees can fill out the form to address safety concerns, suggest safety ideas, or simply to express a positive or negative safety action they have observed. These forms are submitted to the Safety and Security Coordinator and are reviewed by Goodwill's Safety Committee.

The essential function of the department is to create, foster, and maintain a culture of safe work conducted in a safe environment. This is accomplished in various ways such as awareness training, safety/security surveying, safety audits/inspections, and the C.A.R.E. about Safety Program, all of which contribute to a safe and secure mind-set in the workplace.

C.A.R.E. About Safety

Asset Inventory: 1,880

Asset Shrinkage: 0.004%

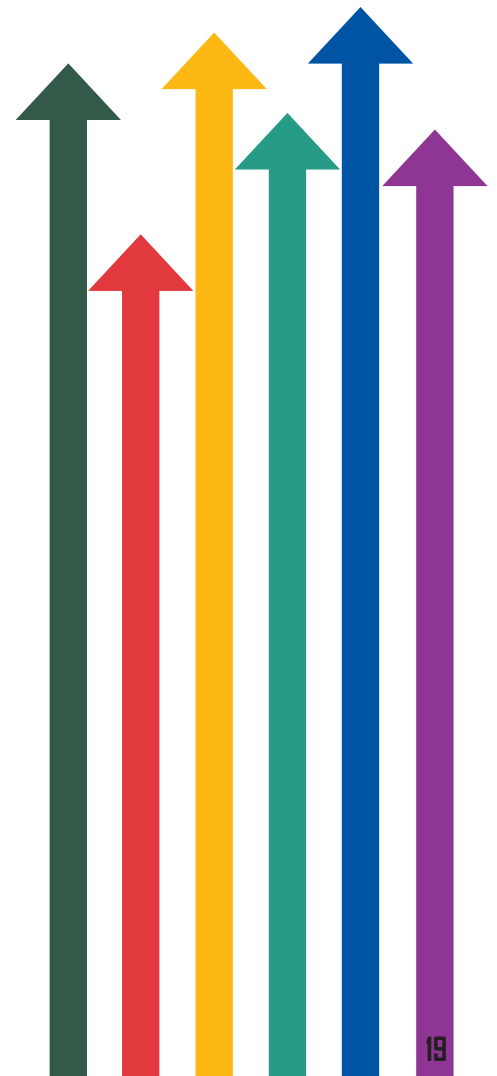
Licking County Safety Council
President's Award Recipient

Safety Culture

Licking/Knox Goodwill Industries, Inc. has seen a continual growth in our overall safety culture year after year. This culture is reflected by the daily actions of all management and non-management personnel. Licking/Knox Goodwill Industries, Inc. continually strives to be a community leader in safe work practices.

Essential core elements of creating and maintaining our safety culture include:

- Safe work is smart work.
- Training is an essential element for safe workplaces.
- People are the most critical element in the success of a safety and health program.
- Consistent safety audits are conducted.
- Safe work practices are reinforced, and all unsafe acts and conditions are corrected promptly.
- The Safety Committee team consistently takes a proactive approach to organizational safety.
- Occupational injuries, illnesses, and incidents with the potential for injury are investigated.
- Prevention of injuries and occupational illnesses is viewed as good business.





Training Calendar

A monthly calendar was created, scheduling every worksite/store for the required annual training:

- Blood Borne Pathogen and Communicable Diseases – January 2011
- Workplace Violence – February 2011
- Fire Prevention and Evacuations – March 2011
- Hazardous Communication – April 2011
- Employee Rights and Mobility – May 2011
- Loss Prevention and Theft – June 2011
- FMLA – July 2011
- Diversity and Sensitivity – August 2011
- Customer Service – October 2011
- Harassment (Including Sexual Harassment) – November 2011



New Training Program

Training at Licking/Knox Goodwill Industries is accomplished in a variety of ways, from new hire orientation to on-the-job, classroom, and specialized job skill training.

Training is documented and tracked beginning with the employee's first day. In 2011, a larger focus was placed on employee training, starting with the creation of the Training Coordinator position.

In the past, training was conducted with employees, but it was left up to the discretion of the Division Director or Manager on how and what was covered. The Training Coordinator started by collecting all training information, and then developed Leader's Guides for each topic.

Employee Training

Retail Training Hours: 2,540
Contracts Training Hours: 4,370
Other Training Hours: 512

Consistent Training

Each worksite or store is unique, and conducting the training at the individual worksites allowed for better incorporation of the worksite surroundings. Learning was more understandable for the employees, and it was easier for them to apply what they learned during training to their individual job tasks.

Providing consistent training across the board to employees in 2011 allowed for better productivity and effectiveness in meeting company results, as well as better compliance with OSHA, NISH, and CARF standards.

Train-The-Trainer

Train-The-Trainer workshops were conducted with store and contract managers each month, to help increase their skills as trainers. They were required to observe the Training Coordinator and the Safety and Security Coordinator each month delivering the required training, and to follow along in the Leader's guide.

At the end of the year, each manager gave a two-minute presentation to practice the skills learned. In 2012, the managers will resume training with their employees, with continued assistance from the Training Coordinator.



Homeless Housing Project

Goodwill, in collaboration with the Licking County Coalition for Housing, has three efficiency apartments and two homes to provide transitional housing for the community. Veterans are given preference and eligibility is determined by the Coalition.



Transportation and Facilities Division

The Transportation Division services Goodwill fleet vehicles including those used to transport employees to and from Goodwill work sites. Facilities personnel provide general maintenance for Goodwill sites and equipment.

CARF Accreditation

Licking/Knox Goodwill Industries, Inc. maintains accreditation in Employment Skills Training Services through the Commission on Accreditation of Rehabilitation Facilities (CARF). This accreditation represents the highest level of accreditation that can be awarded to an organization and shows the organization's substantial conformance to CARF standards.

Emergency Voucher Program

Retail stores provide emergency clothing assistance to residents of Licking County. Eligibility is determined by area agencies who issue vouchers on behalf of Goodwill. Vouchers are issued to adults once every year and children under the age of 18 every six months.

Director Direct Program

This program provides postage paid feedback forms at all Goodwill sites. Anyone can fill out the form to express their opinion to the Executive Director. All Director Direct comments are addressed and reviewed at Board of Trustee Meetings.

More About Goodwill

AbilityOne Program

The AbilityOne Program is administered by the Committee for Purchase From People Who Are Blind or Severely Disabled with assistance from National Industries for the Blind and NISH - Creating Employment Opportunities for People with Severe Disabilities.

As part of the AbilityOne Program, Goodwill is able to bid for federal contracts and provide employment for people who are blind or have other severe disabilities.

Full-Time Employees: 240 (Year End)
Part-Time Employees: 83 (Year End)

Percentage of Direct Labor Hours by
People with Disabilities: 75%

Achieved Third Party Certification
for Janitorial Services
from BETCO University

Professional Ethics

It is the policy of Licking/Knox Goodwill Industries, Inc. to adhere to a comprehensive code of professional ethics in all aspects of its operations, including, but not limited to: marketing, business dealings, service delivery, human resources, and professional responsibilities.

For a copy of our complete policy, please contact: Licking/Knox Goodwill Industries, Inc. Human Resource Department.

Equal Opportunity / Affirmative Action Employer

The written Licking/Knox Goodwill Industries, Inc. Affirmative Action Plan may be viewed at the Administrative Office located at 65 S. 5th Street, Newark, Ohio between the hours of 8:00 a.m. and 5:00 p.m. Monday through Friday.

Thank You Everyone

7-Up Bottling Company
A to Z Cares
Alphalink Technologies
American Electric Power
Anomatic Corporation
Army Corp of Engineers
ArvinMeritor
Associate Services for the Blind
Behavioral Healthcare Partners
of Central Ohio, Inc.
Big Brothers & Big Sisters
of Licking and Perry Counties
Bob Evan's Restaurant

Central Ohio Technical College
▪ Ariel Hall
Children & Families First Council
City of Mount Vernon
City of Newark
Department of Job and Family Services
▪ Columbus Office
▪ Knox County Office
▪ Licking County Office
Community Wesleyan Church of Newark
Cox United Methodist Church of Newark
C-TEC
David Crone - I'm No Dummy Productions

First Knox Bank
First United Methodist Church of Newark
Functional Training Services
GBQ Finance
Giant Eagle
Governor's Office for
Closing the Achievement Gap
Granville Public Library
Heath City Schools
Heath United Methodist Church
Hebron United Methodist Church
Heritage Middle School
Heritage Sportswear

Bow Wow Boutique
Boy Scouts of America Venture Crew
Bureau of Services for the
Visually Impaired
Bureau of Vocational Rehabilitation
Bureau of Worker's Compensation
CDC/DD
COVA
Centenary United Methodist Church
of Granville
Central Christian Church of Newark

Defense Supply Center Columbus
▪ Building 20
▪ Building 21
▪ Building Proper
▪ The PX
Department of Veterans Affairs
DMO Security
Elder-Beerman
Emeritus at Hillen Vale
Famous Supply
First Apostolic Church of Pataskala

Holophane, A Division of
Acuity Brands Lighting Inc.
Jo-Ann Fabrics
KMA Electric, LLC
Knox County Board of DD
Licking County Aging Program
Licking County Board of DD
Licking County Center
for the Visually Impaired
Licking County Coalition for Housing
Licking County Coalition of Care

Community Partners

Licking County Commissioners
 Licking County Convention
 and Visitors Bureau
 Licking County Municipal Court Systems
 Licking County Family YMCA
 Licking County Soil & Water
 Conservation District
 Licking Memorial Hospital
 Licking Valley Church of Christ
 McDonald's
 Meijer Inc.
 Miller Wood
 Mortellaro McDonald's
 Mount Vernon Nazarene University
 National Youth Advocate Program
 Neal Avenue United Methodist Church
 New Life Community Church of Hebron
 Newark City Planning Department
 Newark City Schools
 Newark Digital Academy
 Newark Healthcare Centre
 Newark Kiwanis
 NISH
 Ohio Bureau of Employment Services
 Ohio Bureau of Public Health Laboratories
 Ohio Department of Agriculture
 Ohio Environmental Protection Agency
 Ohio Office of Procurement
 Ohio State Fire Marshal Academy
 Olive Garden
 Opportunity Knox
 Opportunity Links
 Park Lanes Bowling
 Park National Bank
 Pet Plex Animal Hospital
 Possitiv!ty
 Red Cross
 Reese, Pyle, Drake & Meyer

Solstice
 Souper Sammies
 Southtowne Kids Club
 St. Johns Lutheran Church
 Tee Jaye's Country Places Inc.
 The Boeing Company
 The Church in the Mall, United Methodist
 Church
 The Janton Company
 The Midland Theatre
 The Ohio State University at Newark
 The Pro Tech Center
 The Village of Buckeye Lake
 The Village of Heath
 The Village of Johnstown
 The Village of Pataskala
 The Village of Utica
 The Woodlands
 The Works
 Trinity Episcopal Church
 United States Army Reserves

- Blacklick
- Fort Hayes
- Whitehall

 United Way of Licking County
 Vision Center
 Waste Management
 Waste Water Department
 Wilson Marketing
 WNKD Radio
 Wright Memorial United Methodist Church
 of Newark
 YES Club
 The Thousands of Retail Donors



Consolidated Balance Sheet

as of December 31, 2011



Revenues

Contracts	\$6,632,138
Manufacturing	\$23,191
Vocational Rehabilitation	\$700,410
Retail Store Sales	\$3,896,421
United Way	\$1,243
Donations	\$4,363
Other	\$887,826
Total Revenue	\$12,145,592

Expenses

Wages	\$6,364,567
Operating Expenses	\$4,058,649
Payroll Taxes	\$774,660
Depreciation	\$267,005
Interest Expense	\$29,449
Conference/Training	\$2,259
Total Expenses	\$11,496,589

Excess of Public Support
and Revenue Over Expenditures

\$649,003

Contributed Goods	\$8,169
Capital/Lease Improvements	\$1,081,539

2011 Financial Statements

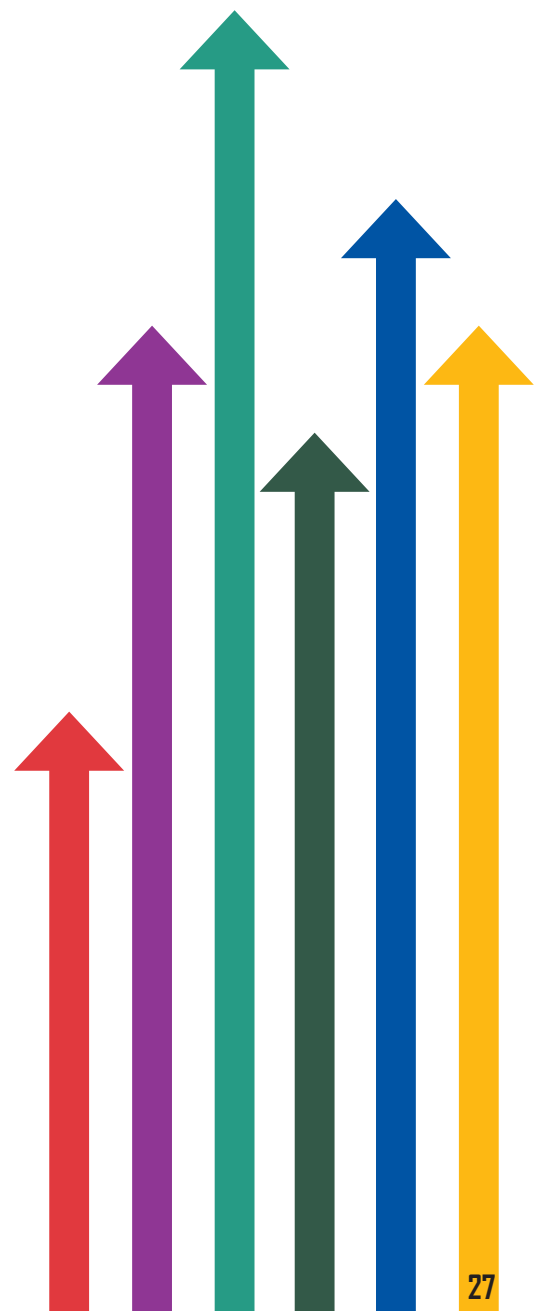
UNAUDITED

Assets

Accounts Receivable.....	\$1,232,426
Property, Plant & Equipment	\$2,431,885
Cash	\$7,093,418
Prepaid Expenses & Sundry Deposits	\$245,688
Total Assets	\$11,003,417

Liabilities

Current	
Accounts Payable	\$82,814
Accrued Expenses	\$650,058
Other Liabilities	\$52,089
Total Current Liabilities	\$784,961
Long Term	
Capital Lease	\$121,591
Total Long Term Liabilities	\$121,591
Fund Balance.....	\$10,096,865
Total Liabilities & Fund Balance	\$11,003,417



LICKING/KNOX GOODWILL *TRAINING* EMPLOYMENT SUPPORT SERVICES



Licking/Knox Goodwill Industries, Inc.

P.O. Box 828 • 65 South 5th Street
Newark, Ohio 43058-0828

740.345.9861

www.goodwillnewark.com