




NOT CHARITY,  
BUT A CHANCE

***GOODWILL ANNUAL REPORT***



GOODWILL  
DOES  
ALL THAT?

Dear Friends,  
“Not charity, but a chance.” The words of Goodwill founder Edgar J. Helms, spoken more than 100 years ago still ring true today. Goodwill is not about a hand-out, but rather a hand-up for the thousands of individuals served by Goodwill Industries of Fort Worth each and every year. Our job training and placement programs make it possible for Goodwill clients to build a better life for themselves and their families. Our services offer independence to those who would otherwise be reliant upon government support.

This past year Goodwill Industries of Fort Worth became one of the top 25 Goodwill agencies in the United States based on the number of people we served. 8,725 individuals in our community received services from Goodwill Fort Worth in 2006, a feat of which our Board of Directors and dedicated staff are very proud.

All of Goodwill’s services are funded by our retail stores and business contracts. When you shop at the Goodwill Store, not only are you getting a great bargain, but you are providing a chance for an individual whom we serve. Likewise, when your business contracts with Goodwill to perform meaningful labor, you are giving someone a chance to learn the skills that translate into long-term employment in the competitive workforce.

Goodwill Industries of Fort Worth continues to grow our business divisions at a fast pace, knowing that the more revenue we can generate, the more people we can serve. Over the next few pages you will read the stories of three individuals served by Goodwill. These stories will not only touch and inspire you but exemplify the meaning behind the phrase, “not charity, but a chance.”



**DAVID BOSTICK**  
PRESIDENT/CHIEF  
EXECUTIVE OFFICER



**MARY ANNA MARTINEZ**  
BOARD CHAIR



"I HAD NO SHOES ON MY FEET. I CRIED OUT TO GOD TO SEND ME HELP OR TAKE ME OUT OF THIS WORLD."

TINA RAMIREZ

### AS A STUDENT IN HIGH SCHOOL,

Tina moved out of her parents' home and began life on her own. It wasn't long before things began moving in a different direction than what she had originally planned. Rather than going to college and landing a great job, Tina found herself in a world of drugs and alcohol, moving at warp speed in the wrong direction. She eventually found herself trapped in a world in which she didn't want to live, and there seemed to be no logical route of escape.

"One night I was walking on the streets. I was tired, I was high, and I was confused. I had no shoes on my feet. I fell down to my knees, and I cried out to God to send me help or take me out of this world." And that night, help came. Tina was arrested and booked in jail. From jail, Tina entered rehab. That was 2001 — and Tina has been clean and sober ever since.

Once Tina's life began to mean something to her again, she remembered the promises that she had made to herself when she graduated from high school. She became more determined than ever to turn her life around, taking every experience and turning it into a stepping stone rather than a stumbling block. Tina came to Goodwill out of rehab, finding employment through Goodwill

Temporary Services. She then entered Goodwill's North Texas Institute for Career Development (NTI), where she took the General Office Clerk course and learned the skills necessary to find employment in an office environment. Upon graduation from NTI, Tina became an employee of Goodwill as a Retention Specialist, helping others find and maintain employment in the competitive workforce. Drawing from her own experiences, Tina was able to help others remove their own barriers and achieve independence. Her hard work did not go unnoticed, as Tina was soon promoted to Employment Consultant and now is the Manager of Employment Services. "Goodwill was there for me. Now, I can give back to others what Goodwill gave to me — job skills, dignity, self-respect, and independence."



**LANCE VOSS** had a fast-paced life and a great job as a professional waiter and bartender. Then in February of 2001, life changed suddenly for Lance. "I woke up one morning and couldn't move from the hips down. I thought that life as I knew it was over." Lance was diagnosed with Transverse Myelitis, a viral disease in his spine. After extensive hospitalization and physical therapy, Lance had to learn to walk again. Determined to move forward in his life, Lance found his way to Goodwill's Job Quest Training and Placement Services. He was assigned to Goodwill Employment Specialist Christine McKeel, who, Lance says, "took me under her wing and helped me fly again." Christine and Lance visited job fairs, and many times Christine would have to literally "push" Lance in front of prospective employers. At his last job fair, Lance came face to face with the ATX Group, a Telematics company that provides mechanical assistance, as well as theft and recovery services for high-end automobiles such as Mercedes Benz, BMW, Rolls Royce & Maybach.

Lance was hired by the ATX Group, where he has been a model employee for two years. According to Lance, Goodwill gave him his independence back, "Goodwill gave me a chance."



"I WOKE UP ONE MORNING AND COULDN'T MOVE FROM THE HIPS DOWN. I THOUGHT THAT LIFE AS I KNEW IT WAS OVER."

LANCE VOSS





"DURING THE COURSE OF MY GOODWILL TRAINING I LOST MY HUSBAND. I PRESSED ON AND COMPLETED MY TRAINING."

LINDA DUKE

### LINDA DUKE SUFFERS FROM

Degenerative Spondylosis, as well as depression and anxiety. She came to Goodwill in 2006 wanting to strengthen her computer skills. She attended Goodwill's North Texas Institute faithfully and had to deal with a great loss during that time as her husband passed away. Yet, despite this devastating loss, she still continued to push to graduate. Linda graduated in early 2007 and then entered Goodwill's job placement program. In this process, Linda was very concerned that her back would interfere with her finding and keeping a job; however, motivation drove Linda to want to work. Goodwill assisted her through Job Quest Training, which better prepared her for finding a job by strengthening her interviewing skills. After Job Quest Training, Linda's Goodwill Placement Specialist worked closely with her on her job search, giving her several job leads each week. When Linda came across a job at Consultants in

Cardiology as a file clerk, she landed an interview and was successful. She started her new job the very next week, and Linda has been working as a file clerk since March 20, 2007. She enjoys her job and her co-workers and is very satisfied with the career she is building through the assistance of Goodwill.



## GOODWILL INDUSTRIES OF FORT WORTH FINANCIAL SUMMARY 2006

### THE COMMUNITY GAVE GOODWILL

Retail Sales of Contributed Merchandise	9,753,767
Salvage Sales	1,839,722
Industrial Contracts	6,090,175
Training and Placement Fees	392,215
Grants from Government Agencies	34,045
General Contributions	302,684
Investment Income	67,623
Miscellaneous Revenue	193,052
<b>TOTAL</b>	<b>18,673,283</b>

### GOODWILL GAVE BACK TO THE COMMUNITY

Salaries, Wages, and Benefits	11,966,188
Professional Fees/ Contract	288,938
Supplies	1,595,879
Postage	16,698
Building Occupancy	2,026,188
Printing and Publications	50,504
Marketing	262,234
Transportation and Travel	415,123
Conferences, Conventions, and Meetings	13,868
Membership Affiliations	163,157
Awards, Grants, and Contributions	15,508
Depreciation	874,401
Change in Net Assets	984,597
<b>TOTAL</b>	<b>18,673,283</b>

NOTE: This budget is a consolidation of the following:  
Goodwill Industries of Fort Worth  
Goodwill Industrial Services of Fort Worth, Inc.

## CAREER DEVELOPMENT AND TRAINING SERVICES

**1,428** - PEOPLE GAINED EMPLOYMENT THROUGH GOODWILL'S EMPLOYMENT SERVICES

**480** - JOB SEEKERS WERE TAUGHT HOW TO FIND, APPLY, INTERVIEW, AND KEEP A JOB

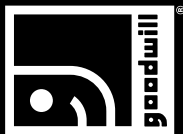
**460** - PEOPLE RECEIVED VOCATIONAL ASSESSMENT

**46** - PEOPLE GRADUATED FROM GOODWILL'S PAID WORK EXPERIENCE PROGRAM

**132** - PEOPLE LEARNED OFFICE AND COMPUTER SKILLS THROUGH GOODWILL'S NORTH TEXAS INSTITUTE FOR CAREER DEVELOPMENT (NTI)

**412** - PEOPLE RECEIVED PSYCHOLOGICAL ASSESSMENT

**121** - PEOPLE ENROLLED IN GOODWILL'S GED PROGRAM



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