

# ANNUAL REPORT 2018



## A Message from Morris

Leading an organization like Goodwill Industries of TENNEVA Area, Inc. (GITA) is an experience like none other. Each day I get to work with talented and inspiring individuals who are committed to our mission and overflowing with creativity and determination. I work with a board that is leaning into our being a social enterprise. Because of these facts, we continue to see growth, expansion, and most importantly community impact.

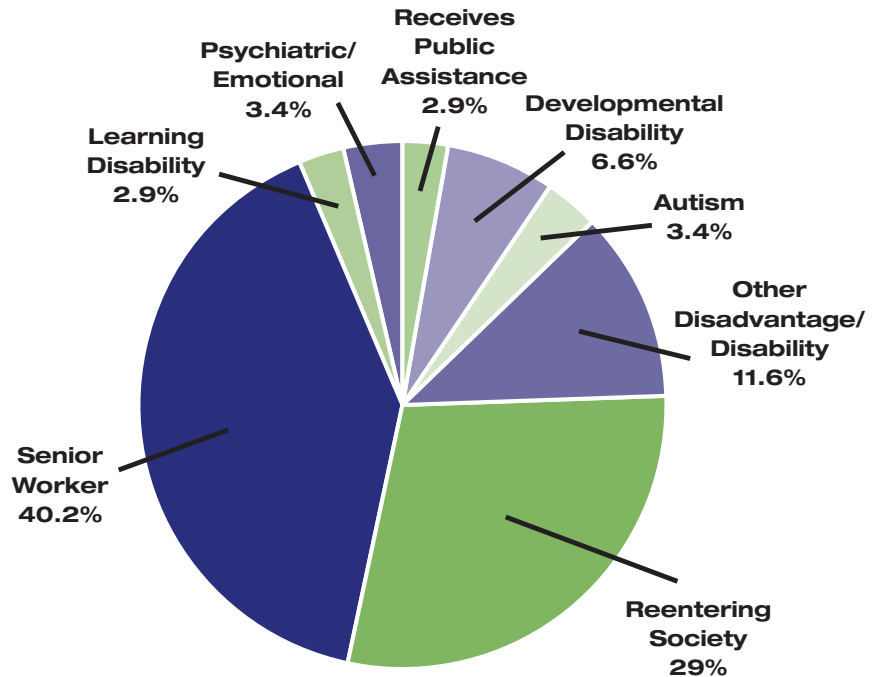
This past year offered us new conversations, programs, partners, supporters, and friends. Each of these matters during our organizational transformation. As you read through this report, I hope you see the evidence of why I marvel like I do at the work we do. I hope you'll be inspired as well. 2018 was a good year of growth for our organization. GITA saw an increase in practically every aspect of our organization and most importantly, an increase in the number of people we touched. I count myself very blessed to be a part of this dynamic organization that continually seeks ways to serve.

I have read that Abraham Lincoln is credited with the quotes, "Always bear in mind that your own resolution to succeed is more important than any other thing" and "commitment is what transforms a promise into reality." Whether he really said those or not, these are tremendous ideas. Daily our organization teaches me these are true statements. For each who lives your commitment to GITA as we continue our work to provide employment services for those in need, I say many thanks.

**Morris Baker**  
President and CEO

## Supporting Our Mission

### Who We Served



## 1,456 People Served

We served 1,456 people through employment at Goodwill and through our Goodwill program offerings, which include Vocational Assessment, Job Placement/Supported Employment, Work Adjustment, Organizational Employment, School to Work, Reentry, Skills Training, Families First, Southwest Virginia Community College Career Closet, Senior Community Service Employment Program, and Community Service Program. (Chart above represents those served with specifically identified challenges.)



## 2018 Board Officers

**Wally Boyd, Chair**  
Bob Callahan Realtors

**Tracey Stratton, Vice Chair**  
Childress Inc.

**Josh Fuller, Secretary**  
Eastman Credit Union

**Amanda Bowlin, Treasurer**  
Blackburn, Childress & Steagall,  
CPA's

**Joe Harvey, Past Chair**  
Hunter, Smith & Davis Law Firm

## 2018 Board of Directors

**Brian Bartley**  
Brock Services, LLC

**Bill Forrester**  
First Tennessee Development  
District

**Sidney Hammonds**  
Domtar

**Steve Hightower**  
City of Kingsport

**Mickey Jones**  
JTH Industrial

**Jack Lawson**  
NETWORKS -Sullivan Partnership

**Gale Manley**  
Eastman -Retired

**Stephanie McClellan**  
Kingsport Times News

**Rick Miller**  
American Electric Power

**David Prince**  
TCI-Jerry Petzoldt Agency, LLC

**Karen Rowell**  
8x Consulting

**Andrea Thomas**  
Eastman

## Funding Our Mission

### Sources of Revenue & Support

Retail Sales and After Retail Market	\$6,377,174
Donated Goods from the Community	\$2,775,427
Mission Services	\$648,533
Investment Income	\$38,830
Contributions	\$3,437
<b>Total</b>	<b>\$9,843,401</b>

### Goodwill Gave Back to the Community

Program Services including DGR	\$8,004,716
Support Services	\$830,276
Mission Services	\$760,573
Funds for Growth	\$247,836
<b>Total</b>	<b>\$9,843,401</b>



**3 million**  
pounds diverted from landfills



**107,620**  
donors

**100%**

Overall satisfaction rating from clients

*Goodwill partners with Commonwealth of Virginia Department of Aging and Rehabilitative Services, First Tennessee Human Resource Agency, the Tennessee Department of Corrections/Probation and Parole, and the Day Reporting Center, to provide employment training services.*

**Goodwill**   
Industries of Tennesva, Inc.

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CHANGING LIVES THROUGH THE POWER OF WORK