

Message from our Board Chair and President/CEO

A heartfelt thank you to the communities we serve for another successful year of serving residents of Northern Arizona!

Thank you for your donations to our Goodwill GoodNeighbor Centers and overall support of Goodwill. It's through your generosity and the dedication of our team members that we find success in our mission, "We turn donations into good jobs, good homes, and good neighborhoods."

We achieve this through education, job training, employment, and other vital social services. In 2008, we served more than 3,328 Arizona residents in their quest for self-sufficiency.

A significant source of revenue for our programs and services lies in the donation and sale of goods at our five GoodNeighbor retail stores. In 2008, our GoodNeighbor Centers turned donations from approximately 100,000 community residents into the revenue necessary to fund GoodNeighbor retail and other organizational operations, and to support our mission programs.

Though we are a not-for-profit business, we operate in competition with for-profit thrift stores for donations, and we challenge ourselves to increase efficiency in our operations and in the effectiveness of our mission services results.

With Arizona being one of the fastest growing states in the nation, Goodwill Industries of Northern Arizona is growing, too. We have remodeled old stores and built a brand-new store in Bullhead City which opened in November, 2008, with donation drive-thru centers conveniently located in Lake Havasu City and Kingman.

We are excited about the positive impact we have on the lives of those we serve within our local communities and thank you for supporting, "our business of changing lives."

Sincerely,

Lela Montfort, Board Chair

David Hirsch, President/CEO



Lela Montfort, Board Chair & David Hirsch, President/CEO

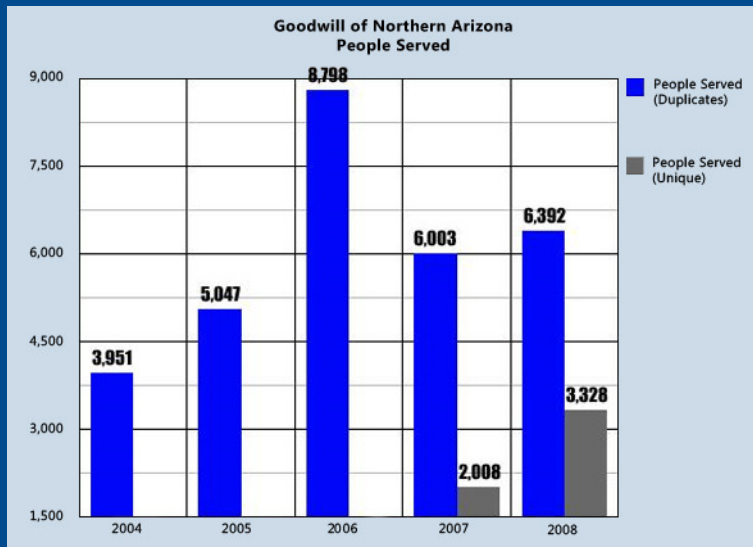
Gold Medal Winner

When Jessie M. came to Goodwill of Northern Arizona's Goodwill Works Employee Development Services over three years ago, he was a youth with a disability transitioning from Flagstaff Unified School District's Continental Project to the adult world of work. Though his training program Jessie was able to gain work experience in a variety of different jobs. He was continuously challenged to do his best and to perform at a competitive level. Jessie accepted the challenge and, when an opportunity came available for regular employment, Jessie was hired for the position. He now works a competitive job, receives ongoing support through Goodwill's JobsPlus Supported Employment Program, and is a winner in his personal life as a Gold Medalist in Special Olympics. Turning those with barriers to employment into Gold Medal winners. That's what we do at Goodwill!

Our Mission

At Goodwill Industries of Northern Arizona, our mission is simple: We turn donations into good jobs, good homes, and good neighborhoods. Donations from community residents provide our GoodNeighbor stores with merchandise to sell. Retail revenue then supports workforce programs that offer education, job training, employment, and vital social services to individuals and families seeking self-sufficiency.

Workforce & Community Development Activity



Year	Served
2008	6,392
2007	6,003
2006	8,798
2005	5,047
2004	3,951

2008 Financial Report

Support and Revenue from the Community

Donated Goods programs	2,700,567
Workforce Development Services	183,272

Commercial Services Contracts

Contributions and grants	86,881
Investments Income	77
Other	142,649
TOTAL	3,113,446

Goodwill Gave Back to the community

Program Services

Donated goods - programs	1,855,490
Workforce development	208,711

Support Services

Management & General	999,765
Marketing & public relations	23,981

Other

Funds available for growth	25,449
TOTAL	3,113,446

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION ASSETS

Cash & receivables	188,710
Prepays & Deposits	25,898
Inventories	194,682
Investments	-
Land, Buildings & equipment	597,684
Other	
TOTAL ASSETS	1,006,974

LIABILITIES & NET ASSETS

Accounts payable	157,531
Accrued & Deferred Expenses	46,331
Long-term debt	115,838
Other	
Net Assets	688,552
TOTAL LIABILITIES & NET ASSETS	1,008,252