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www.shopgoodwill.com

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Our mission is to provide skill development and work opportunities for people with barriers to employment.

donor list 2009

Note: This list includes federal and foundation grants for projects taking place in 2009, and gifts from individuals received between January 1 and June 16, 2009. Please contact the Marketing Department with any corrections, 505.881.6401 ext. 1879.

Founders' Circle, \$10,000+
Daniels Fund
Dept. of Labor Senior Community Service Employment Program
HUD Continuum of Care Program
McCune Charitable Foundation
New Mexico Mortgage Finance Authority
City of Rio Rancho/HUD
Community Development
Block Grant
United Way of Central New Mexico

Chairman's Circle, \$5,000-\$9,999
Payday, Inc

Board of Directors Circle \$1,000-\$4,999
Alvarado Management
Continental Construction and Management
Crest Marketing

First Community Bank
Keleher & McLeod, P.A.
Light House Business Information Systems
Lovelace Health Plan
Manuel Lujan Agencies
Mid-West Textile Co.
New Mexico Mutual
United Way of Eastern New Mexico
Wachovia Securities
Wells Fargo Bank New Mexico
Jacqueline White

President's Club, \$500-\$999
Maria Bourassa
Briscoe Architects
Mr. and Mrs. John G. Conklan, Jr.
Messuri Financial Services
Conrad and Mary Strohacker

Executive Club, \$250-\$499
Jennifer Benavidez
Mary Best
Mr. and Mrs. Greg Chalmers
Floorshield, Inc.
Mr. and Mrs. Gerald Hoppe
Intel Volunteer Grant Program
Daniel Kenaley
Russell Mikawa
Shauna O'Cleireachain
Maria Prindle
Ricky Sanchez
JoAnne Wright
Roberta Velasquez

Goodwill Friend, \$1-\$249
Dominga Acosta
Tracy Alexis
Anonymous 2
Anonymous 4
Anonymous 5
Anonymous 7
Anonymous 8
Ann N. Campbell
Computer Solutions Group
Mr. and Mrs. Richard Dausses
Jacob Ehrlich
Esparza Advertising
Bob Furey
Dolores Gonzalez
Mr. and Mrs. Sidney Gutierrez
Jimmy Hall
Mr. and Mrs. Gordon Hennessey
Marty Hernandez
Marie Hillerman
Jane Hueter-Moody
Human Resource Works
Alva Lucero
Mr. and Mrs. Ernest E. Martinez
Hernando Martinez
Kelly McConnell
Corina McCready
Jan Milligan
Garrett Minta
Jack L. Moore
Janice E. Oelberg
Pan American Fixture Company
Cherisse Perez
Selena Marie Rojas

Robert Sanchez
Len and Pat Stans
Stems, LLC
Betty Jewel Stewart
Supply One
Mary Torres
Joanne Wright

In-Kind Contributions
Aero West Helicopters
Albuquerque Florist
Albuquerque Isotopes
Artichoke Café
Mary Best
Cabot Creamery Cooperative
Caldwell Media
Centinela Traditional Arts
Mr. and Mrs. John G. Conklan, Jr.
Cooperage/Scarpas Restaurants
Embassy Suites
Flying Star Cafe
Garduno's Restaurant
Greetings, Etc! Inc.
Gruet Winery
Hair 2 Dye For
Tony and Marie Hillerman
Hinkle Family Fun Center
Hyatt Regency Tamaya Resort and Spa
Inn of the Governors
Gary and Mary Kastle
KKJY-AM/Real Oldies 1600 AM
KKOB-770 AM
KMGA

KOAT-TV
Lobo Sport Properties
Corina McCready
Sebastian Maniscalco
New Mexico Symphony Orchestra
Shauna O'Cleireachain
Spa Botanica
Starbucks at San Mateo/I-25
Twin Warriors Golf Club
Vanguard Media
Roberta Velasquez
Weems Art Gallery

THANK YOU!

board of directors

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Jimmy Santiago Baca

Stephen Ingram
Immediate Past Chairman

because of you...

Ever wonder where your jewelry or bicycle or toaster goes after you drop it off at Goodwill? Well, it gets sold to your neighbor. And the money pays for job developers, job coaches and trainers who help people get jobs and turn their lives around.

Cynthia is a survivor. She has survived a stroke, a hearing impairment and rheumatoid arthritis, among other challenges. Before her stroke, she was a respiratory therapist in intensive care. After her stroke, she tested at the third grade level; she had to learn to talk, walk and even swallow. Her physical challenges made it hard to get a job and it disheartened her.



"When I came to Goodwill, I felt encouraged that I could get a job. I felt really supported, like I wasn't out there by myself." She joined Goodwill's senior employment program and received free training in computer skills. Because of her inability to learn technical details and her memory impairment, it was difficult for Cynthia to retain knowledge, so she was grateful for the small, daily computer training classes and one-on-one attention.

"It boosted my confidence tremendously," she said. "I had thought I wasn't capable of learning. [Trainer] Hernando [Martinez] had tremendous patience with me. He also has the

ability to put himself in your place as if he, too, is unfamiliar with the computer. That approach helped me learn faster. Hernando has helped me to trust my ability to learn again." Today, Cynthia is thrilled to be a receptionist at a local social services agency.

When Sunflower Farmers Market hired Anthony in June 2007, he was the first person "with barriers" to be employed by that popular grocery store. The position has transformed him from a shy and quiet individual to one who is outgoing and friendly with his customers and co-workers.



Today, Sunflower management sees Anthony as a very important member of their team, and he is often singled out as an employee who exemplifies the "can do" spirit. Anthony has had excellent job performance evaluations from his managers. He moved up from bagger to restocking merchandise and gathering shopping carts from the parking lot. Anthony is very proud of this. When asked for help, he likes to say, "I'm the man!"

In 2008 Goodwill job developers placed 706 New Mexicans in jobs all across the state. They could not have done this without the financial fuel generated by your gently used items.

+ plus

re-cycle computers!



continuing progress



letter from the president

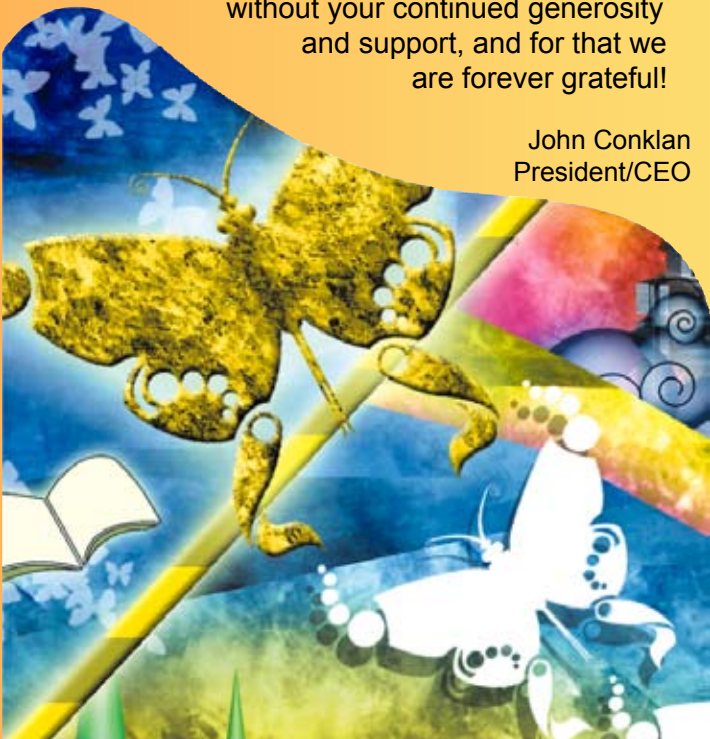
With nearly half of 2009 behind us, Goodwill Industries of New Mexico is experiencing increasing success in both our Workforce Development and Retail Operations. With the uncertainties of our economy, New Mexicans are turning to Goodwill now more than ever for help. We have seen a 16% increase in the number of people shopping at our Goodwill retail stores. Obviously, people are looking to find great merchandise at low prices! However, as the number of our shoppers increase, so do our needs for your unwanted household items, clothing and electronics.



We have also seen an increase over last year in the number of persons approaching Goodwill for job services. Last year by the end of May, Goodwill had served 2,437 individuals. This year at the end of May we have served 4,993! We are working hard to keep up with the increased demand but cannot provide these critical services without material donations to sell in our stores. **We need your donations of gently used items, now more than ever, to meet these increasing service requests!**

Goodwill is also in the processes of developing a new three-year strategic plan. We anticipate serving more New Mexicans than ever before in new locations throughout the state, and will share our new goals once they are fully developed! We know that nothing would be possible without your continued generosity and support, and for that we are forever grateful!

John Conklan
President/CEO



Goodwill and PNM partner to reduce energy use

Goodwill sends a hearty thanks to PNM for its recent grant to install setback programmable thermostats in Goodwill's Rio Rancho, Juan Tabo and Coors stores. The thermostats automatically adjust heating and cooling outputs to save energy when the stores are closed. This translates into energy and cost savings for Goodwill, and an incremental shift to a greener planet.

Over the course of the next two years, Goodwill will complete the replacement of older thermostats in its stores in Albuquerque, Santa Fe, Gallup, Roswell and Clovis. The headquarters on San Mateo, and the newest store in Farmington, are already fitted with programmable thermostats. Also part of the PNM project is Goodwill's development of a training component for its new employee orientation process that educates and encourages employees to adopt an energy-wise approach both at work and at home. Information and energy saving tips are provided to new employees in a fun, easy-to-remember style.

"We are grateful to PNM for its focus on energy efficiency," said COO Mary Best. "It's the boost we needed to cultivate energy awareness!"



continuous improvement

Goodwill never stands still. There's always something to improve. This year, it's how we process donations, and a long-overdue renovation to the San Mateo facility's truck docking area.

Kaizen is a Japanese word which translates as "continuous improvement."

It is also the name of a system developed by the Japanese business community after World War II that has now spread to the global business community.

Recently, 12 Goodwill employees from retail, transportation and workforce development met for four days to learn and implement the principles of this philosophy, and apply it directly to the production processes at Goodwill's Coors store.



They began by following how a donated item moves from the Coors store's donation door to the sales floor. They looked at the time an item spends being stored in various places, how it is transported across a warehouse before being placed on a hanger, labeled and placed on a rack in the store.

Trainees then determined ways to cut back on non-productive waste, such as time spent in

storage rather than on the sales floor. Also, donation processors were set up with work stations and supplies so they could process more quickly and efficiently. By doing so, Goodwill anticipates drastically improving its ability to process donations and get them on the floor faster and without added expense. The Kaizen method identifies this as value.

The Kaizen philosophy and practice will be implemented at all Goodwill retail locations before the end of the year. Good job!

Another area in need of improvement is the truck docking area behind the San Mateo facility. This is an area the public rarely sees, except on tours of our facility. It is important to the smooth operation of Goodwill because it is here that we send out donated goods to other stores statewide, and to recycle facilities, and vendors who accept items that cannot be sold at Goodwill.

For years, drivers of the large trucks that back up to the docks have had very little room for error because the space was never designed for large trucks. With the new renovation, trucks will enter the area and dock at an angle.

Goodwill is making these changes because it will mean a more efficient and safe way of loading and unloading, which means serving the public better. It is also the last phase of the overall renovation of the San Mateo facility that began in 2004.

grants round-up

Goodwill's grant wrangler has been busy this year managing to wrangle up eight grants, including grants from the McCune Charitable Foundation, The Daniels Fund, United Way of Central New Mexico, United Way of Eastern New Mexico, New Mexico Mortgage Finance Authority, City of Rio Rancho/HUD, HUD Continuum of Care/Samaritan Housing, and Wal-Mart Foundation.

Two of these grants are from new funders: United Way of Eastern New Mexico gave Goodwill funds to cover the cost of its Clovis-based job developer, and Wal-Mart Foundation provided a generous grant to cover the statewide costs of its entire workforce development programs.

Goodwill's work helping the homeless get jobs and turn their lives around got support from United Way of Central New Mexico, the New Mexico Mortgage Finance Authority and The Daniels Fund, while its work in helping the chronically homeless find housing and supportive services got a third year of support from HUD/Continuum of Care/Samaritan Housing, through a partnership with the New Mexico Coalition to End Homelessness.

McCune Foundation is a long-time supporter of Goodwill that provided funding to establish its Farmington Career Center. And the City of Rio Rancho provided Community Development Block Grant funds to Goodwill to staff its Rio Rancho workforce development program.

All of our funders are very generous with Goodwill because they believe in our mission and vision. We are very grateful for their friendship, guidance and support!

writing a good will

Did you know that today more people are making their wills while still in their 40s?

Did you know this trend shows more average income, average educated Americans are making wills? The reason people don't put their favorite charities in their will is because they never thought about it. Also, no one ever asked them.

Here are a few ways to leave a gift to Goodwill (and minimize taxes at the same time):

Bequests: Leave a percentage of your estate to Goodwill. Or, make a bequest of money or a particular piece of property to Goodwill.

Securities: Give stocks that have increased greatly in value, particularly those producing a low yield. If you have owned them longer than one year, you will pay no capital gains tax on the transaction, and you can deduct the full fair market value.

Bank accounts and CDs: Name Goodwill as the "payable-on-death beneficiary" of your bank accounts or on certificates of deposit. You own the assets for your lifetime and have them available for your use. Upon your death, the assets pass directly to us without going through probate.

Retirement plan assets: Your most efficient estate planning option may be leaving all or a portion of your retirement plan to charity, because tax laws often subject these assets to the highest combined income and estate taxes upon death. Many techniques can be used to avoid combined tax rates of nearly 65 percent. At the same time, you can pass more tax-favored assets to your family.

Charitable remainder trust: This type of trust pays a fixed or variable income to the donor. The payments are made either for life or a period of time not to exceed 20 years. At the end of the trust's term, the balance in the trust supports the charity. You'll also receive a partial income tax deduction.

Last year, Mrs. Emmah Smith Ellis generously included Goodwill in her will. We didn't have the opportunity to thank her before she passed, but her legacy continues at Goodwill. Her gift is still helping New Mexicans transform their lives through the power of work. We invite you to do the same by considering Goodwill when planning your will. Thank you!



re-cycle computers!

Goodwill is excited to announce our partnership with Dell and the Reconnect Program. Reconnect offers donors a free, convenient and responsible way to recycle used computer equipment, in any condition. The program is intended to raise awareness of the importance of responsible computer disposal and give residents a free and convenient way to do the right thing with their unwanted computer equipment.

The goal of the program is to keep used computers and computer equipment from landfills and to educate residents on the importance of proper computer recycling. **While computers are safe to use, they do contain some environmentally sensitive materials.** These materials can be safely removed or recycled, but only if the computers are kept out of landfills in the first place. Previously New Mexicans have had very few options when it came to disposing their old equipment. The Reconnect Program gives residents a free, green and convenient way to do it. Donors can drop off any brand of used equipment, in any condition, at the ten Goodwill donation centers statewide. For a list of donation locations visit our website at www.goodwillnm.org/donate/what-where.htm

All proceeds of value recovered from the recycled computer equipment go to Goodwill to support our job training and employment services programs.

Can't find the recycle key? Bring it to Goodwill and we'll help you find it.



Goodwill begins at home. then it gets Hungry and goes to Panda Express!

Goodwill is partnering with Panda Express restaurants statewide to raise money for Goodwill's employment services and programs. You can satisfy your appetite and give all at the same! Just present the enclosed flyer at any Panda Express restaurant in the state, on Saturday July 18th and 20% of your purchase will be donated to Goodwill. It's that easy!

For locations visit www.pandaexpress.com.