

ANNUAL REPORT
GOODWILL 2006



“The best help is to help someone help themselves.”
– Inspired by Edgar Helms

**GOODWILL INDUSTRIES
OF NEW MEXICO**



OUR MISSION

GOODWILL INDUSTRIES of NEW MEXICO

To provide skill
development and
work opportunities
for people with
barriers to
employment

BOARD OF DIRECTORS

Stephen Ingram	Robin Hunter
Craig Protz	Gary Kanin
Larry Blair	Kip Luna
Alan Hess	Lisa Breeden
Bruce Higgins	Pete V. Domenici, Jr.
Jacqueline White	Wanda Easley-Small
Sid Gutierrez	Skitch Ferguson
	Susan Marquez

EXECUTIVE STAFF

Patrick Michaels: President and CEO

James Alexander: Commercial Operations Director

Mary Best: Human Resources Director

Maria Bourassa: Workforce Development Director

Bruce Haynes: Accounting Director

Maria Prindle: Marketing Director

LETTER

FROM THE CHAIRMAN & PRESIDENT

Dear Friends,

Goodwill Industries of New Mexico has gone through a tremendous amount of positive change in the last five years, but in the next three, the change will be exponential. In 2001, GINM served 1,091 people in about 12 programs designed to assist individuals in finding employment, learning work skills and maximizing their independence. That same year, we placed 111 persons in competitive employment. In 2006, we served almost 3,000 individuals in 24 workforce development programs and placed 381 persons. GINM has made a commitment that by the end of 2009; we will serve 7,000 and place 1,000, an historic number of individuals for GINM. We are moving forward and looking to the future needs of our New Mexico citizens.

The barriers that people faced in past years are not the same as they are today. GINM is evolving and re-tooling its programs and focus to accommodate and better assist these individuals. The most notable change in 2006 was the push to serve the older population and those for whom English is a second language. The first program, Occupational Literacy, is customer-service based, and serves those individuals who have limited English skills so that they may advance in their jobs. The second program is the Senior Community Service Employment Program (SCSEP). SCSEP provides subsidized, part-time, community service work-based training for low-income persons age 55 or older who have poor employment prospects. This program's ultimate goal is the placement of these individuals in unsubsidized employment. This program is nearly statewide and we have greatly appreciated our opportunity to serve people in southeastern and northern New Mexico.

We are honored to bring you—our donors, shoppers, business partners and employees—this 2006 Annual Report. If it were not for you, the great accomplishments that the people we serve have made would not have been possible. With your support, almost 3,000 individuals became more independent and 381 became EMPLOYED IN OUR COMMUNITIES. Thank you for helping GINM assist individuals who are committed to working hard to overcome barriers that any of us might one day also have to surmount. GINM looks forward to beginning its 66th year of working with courageous individuals!

With appreciation and good will,



Stephen Ingram
Chairman of the Board



Patrick Michaels
President/CEO



“It would be well if those who are trying to lift the world out of our present economic slump salvaging cast-off materials and ...paying self-respecting wages to thousands.”

servicing PEOPLE

GOODWILL INDUSTRIES of NEW MEXICO

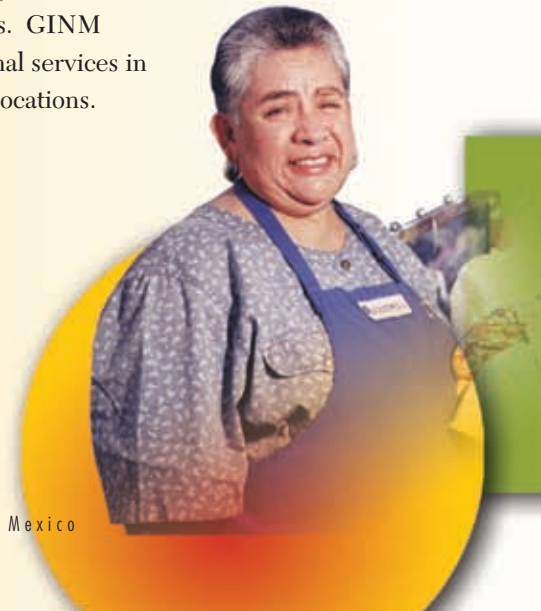
PERSONS SERVED BY PROGRAM

Program	2006	2005
	People Served	
Disabled & Elderly Case Management	108	92
Traumatic Brain Injury Case Management	170	137
Traumatic Brain Injury Limited Case Management	165	38
Albuquerque Public Schools Transition to Adult Programs	0	1
Intensive Coaching	4	8
Supported Employment	28	65
Santa Fe Public Schools School-to-Work	0	1
Transitional Employment (Facility Programs)	85	100
Vocational Evaluation/Situational Assessment	179	156
Clerical and Other Skills Training	60	68
Retail Skills Training	4	6
Job Development	247	292
Pathways to Self-Sufficiency	125	93
Project Succeed	1	4
Rio Rancho	50	13
Gallup	73	12
South Valley	81	10
Santa Fe Job Development	123	108
Post Placement Services	454	409
Senior Community Service Employment Program	121	0
Direct Service to Employers	79	0
Employment Readiness Services	283	254
Occupational Skills Training	18	0
Service Referrals	1021	743
Persons Served in More than One Program	(645)	(550)
TOTAL	2834	2060

The heart of Goodwill Industries of New Mexico (GINM) is the people it serves in its 24 Workforce Development Programs.

Goodwill Movement founder, Edgar J. Helms, believed that if a donor gave a dollar to charity, that charity could provide a dollar of benefits and then that dollar would run out. However, if that dollar purchased training, that dollar would give and give and give. At GINM, we still hold this belief.

GINM’s vocational programs are unique in that clients are served free of charge. As a marker of its outstanding service, GINM has consistently won three-year accreditations (three years is the maximum that can be awarded) with exemplary ratings from the Commission on Accreditation of Rehabilitation Facilities (CARF), including a commendation for GINM’s ability to place clients in jobs of their own choosing, and for ensuring the long-term success of the placements. GINM provides vocational services in each of its retail locations.



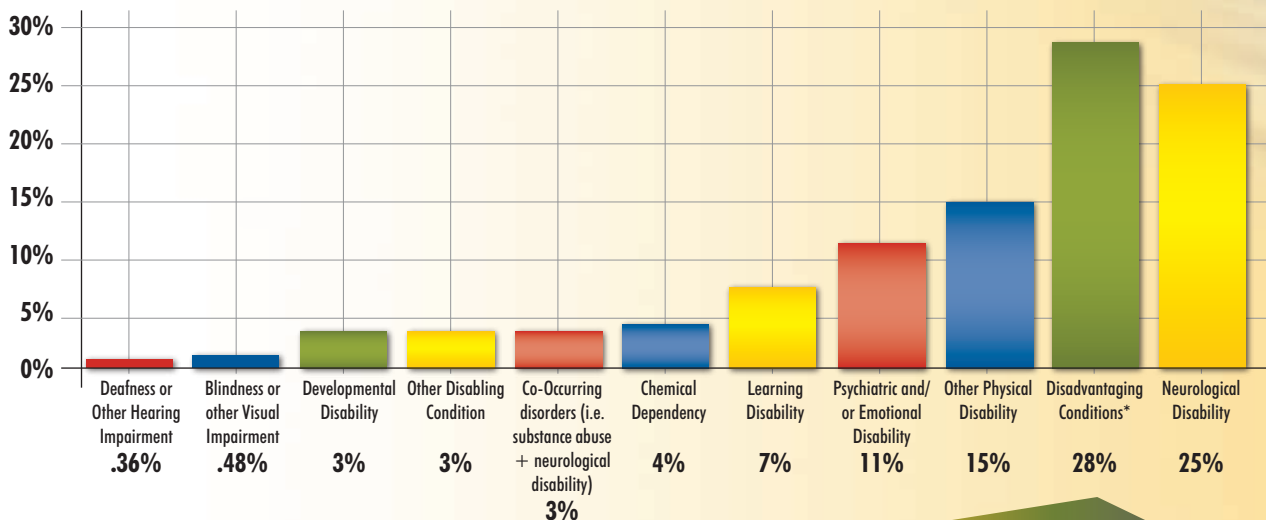
would study the workings of the Goodwill Industries. It is saving the waste of things...

– Edgar Helms, Founder, Goodwill Industries

The Workforce Development Division measures, analyzes and manages information on program participants and funders, employers who hire our clients, referral agencies, family members/guardians, community partners and client service team members. GINM also surveys clients and other relevant stakeholders quarterly, upon case file closure and during numerous and varied meetings. The GINM Executive Staff uses bi-monthly meetings to review and analyze this data for trends per service, program and customer base. Reports are compiled and submitted to the President and CEO, who in turn reviews the data and reports to the GINM Board of Directors during monthly Board meetings. Throughout this process, changes are made in hiring, training, programming, service delivery, policy and procedure.

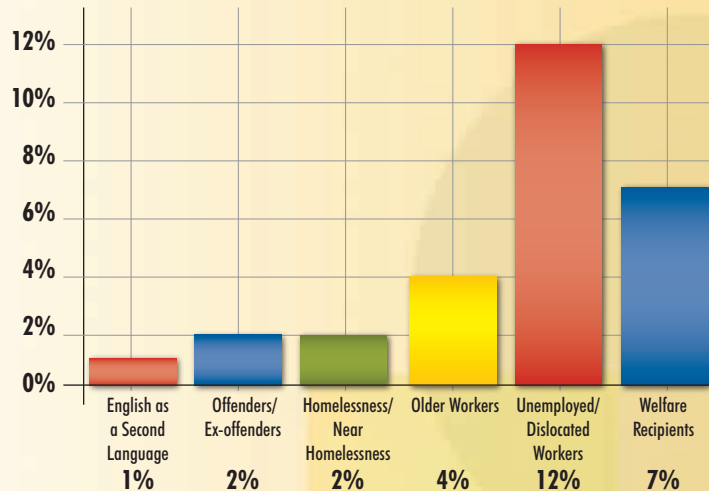
The following data is an example of compiled information used to ensure programs are serving the individuals coming to GINM.

PRIMARY BARRIERS TO EMPLOYMENT OF PERSONS SERVED Barrier Percentage*



* Disadvantaging Conditions are broken down in the tables to the right

DISADVANTAGING CONDITIONS OF PERSONS SERVED*



Chris Moore Participated in

COMMUNITY

EMPLOYMENT, JOB DEVELOPMENT



Christopher Moore knew he wanted to work in security when he came to Goodwill's Workforce Development Program in January 2006. But he was too young for security work, so he and his Goodwill job developer waited until he turned 21 in July 2006. The position came from Miracle Armored Delivery. Mr. Moore threw himself into his work with much enthusiasm and an impressive desire to learn. He arrived early every day and put in 60-hour work weeks. His supervisor was so impressed with his performance that he recommended him to the El Paso office of Miracle Armored Delivery where they needed extra help for a few days. Mr. Moore was flown to El Paso where he impressed the staff with his professionalism and dedication. He was made the permanent go-to employee for enhancing El Paso's staff as needed. In addition, he had to qualify with a firearm as part of his position. He was nervous, but he stayed focused and qualified. Mr. Moore has shown enthusiasm, professionalism and tenacity in pursuing his chosen career. In March 2007, he was named the Shirley J. Herbert Achiever of the Year by Goodwill Industries of New Mexico. The award goes to individuals who achieves his or her vocational goals with distinction.

Kevin Burns Participated in

PATHWAYS program



After **Kevin Burns** completed two and a half years in a Texas rehabilitation counseling center for felony convictions, he moved to Albuquerque. He has been clean of a cocaine addiction for one year; however in Albuquerque he became homeless. He signed up for counseling and anger management classes at St. Martin's Day Shelter, but was suspended after an incident involving his anger problem. He was referred to Goodwill's Pathways Program in September 2006. Pathways staff began by referring him to the Albuquerque Metro Central Intake, which provided him with a voucher for anger management counseling at New Awakenings. Pathways then placed him as a dishwasher at Aramark Refreshment Services where he has been a successful employee since October 2006. Up until then, Mr. Burns indicated that he has never held a job for more than a month due to his anger issues. Pathways conducts job follow-through with placed clients to ensure the success of the placements. Mr. Burns' supervisor says he has been one of their best employees and has been very cooperative with his co-workers and superiors. Mr. Burns' goal of acquiring affordable housing became reality in February 2007 when he was approved for an apartment. The Pathways Program will provide a damage deposit, and continue to provide positive on-the-job support and guidance.

2006

EMPLOYERS LIST

The following employers have transformed the lives of Goodwill's clients by providing them with employment, learning and advancement opportunities.

A.G. Edwards	City of Albuquerque	H.E.L.P. New Mexico	Metro 911	Sheraton Hotel
Aarons Sales & Lease	City of Santa Fe	Hampton Inn	Midhi Chapia	Signs of Santa Fe
Abeyta Glass Co.	Class Act	Harrison Contracting	Milton's Diner	Smith's Food & Drug
Academy Corporation	Coca-Cola Bottling Co.	Hastings	Miracle Armored Delivery	Snelling Personnel Services
Adelante	Comet Cleaners	Heritage	Mobile Home Mvrs of Gallup	Southwest Spanish Craftman
Adelante Destruction Services	Comfort Inn	Higher Grounds	Monroe's Restaurant	Staffing Solutions
Adelante Mail Services	Comfort Suites	Highland Community Center	Moriarty Municipal School District	Star Bright Cleaners
Administrative Medical Services	Cornerstone Books - SFE	Hilltop Landscape	Morningside Builders	Straight Shooting Tech.
Affordable Haircuts	Coming Truck Stop	Hobby Lobby	My Best Friends Closet	Strom Aviation
Agra Greenhouses	Coronado Mall	Home Depot	Nance Tile & Carpet	Subway
Airport Inn	Country Kitchen	Home Health Care	Native Carvings	Sundance Landscapers
Albertson Food Center	Cowboy Cleaners	Home Instead	NM Commission for the Blind	Souper Salads
Albertsons - SFE	Cracker Barrel	Honey Baked Ham	NM Dept. HS, Disabilities	Supporting Hands
Albuquerque Isotopes	David's Puppy Bites	Hoover Middle School	NM Dept. of Labor	Swift Trucking
Albuquerque Janitorial	Denny's Restaurant	Hopkins Concrete	NM Nat. Tobacco Co.	T & R Market
Albuquerque Public Schools	Desert Hills	Hot Topics	NM Pair Manufacturing	Tesource Telecommunications
Albuquerque Publishing Company	Dillard's Dept. Store	Hoy Recov. Program	NM State Fairgrounds	Tesuque Village Mkt
Alliance Home Health Care	Discount Movers	IAIA Museum	Office Depot	The Range Restaurant
Alliance of Gallup	Dollar General Store	International House of Pancakes	Osuna Nursery	The Storehouse
Aloha RV	Dollar Tree	Indian Pueblo Cultural Ctr.	P.F. Chang	Tom's Auto Sales
Amigo Chevrolet	Domino's Pizza	Innovative Health at Home	Pino & Associates	Toys R US
Anchor Temp. Services	Double Tree	Inside Lighting	Pizza Hut	Tri-Gas Inc.
Anna Kaseman Hosp./Excel	Dragon Express	InSync	PNR Market	U.S. Food Service
Aramark	Duds & Suds	Isleta Casino & Resort	Presbyterian Hospital	U.S. Security Assoc. Inc.
AS Morner Trucking Co.	Durango Tires	It's a Good Sign	Prestige Mgt Systems	U-Haul
AUI, Inc.	E. Telecare	ITZ Family Restaurant	Progress Residential Svc. NM	UNM
Auto Zone	Eaton Sales & Svc.	It's Party Palace	Quality Maintenance	UNM Hospital
Avila Retail	El Pinto	Jaquez Lath & Plaster	R & S Services	Village Frame Crafters
Barelas Community Center	Eldorado Super Mart - SFE	Jiffy Lube	Raley's Food	Village Inn
Bench Mark Construction	Ernest Thompson Furn.	John Brooks	RCL, Inc.	Vista Del Rio
Bernalillo Bureau of Elections	Esperanza Shelter	John Marshall - City of Alb.	Rehms Nursery	W.W. Construction
Beyond Faith	Evergreen	Jose's Beef Jerky	Reliable Housekeeping	Walden's Book Store
Big Lots	Every Ready Oil	KAFB	Reliable Janitorial Services	Wal-Mart
Bishop's Lodge	Expinosa & Assoc	Kelly Home Care Services	Rent-A-Hubbie Construction	Warpath Traders
Blakes LotaBurger	Fairfield	Kentucky Fried Chicken	Rio Grande Fencing Co.	Warren Coronado
Blue Beacon	First Choice	Kid's Castle	Rio Grande Zoo	Wendy's
Bonaguidi Construction	Flying Star	K-Mart	RM Landscaping	West Mesa Community Ctr
Bueno Foods	Foreign Aid - Automotive	La Promesa Charter School	Roberts Oil	Westside Community Center
Caesar Chavez Community Center	Franklin Earth Moving Inc.	La Quinta	Rocky Mountain Business	Whataburger
Campaign - Gov. Richardson	Frontier Restaurant	La Vida Llena	Rodeo Plaza Flowers	WIA Workforce Training Ctr
Candlewood Suites	Furr's Cafeteria	Las Palomas	Rose's Southwest Paper	Wild Flower International
Capitol Merchant	Galloway & Associates	Laundry Basket	Salls Brothers Const.	Xentel
Care 66 (Homeless shelter)	Gallup Camper Sales	Laurel Canyon Healthcare	Sam's Club	
Carl's Jr.	Gallup Express	Little Caesars	Santa Ana Star Center	
Carpets and More	Gallup McKinley Schools	Loves	Santa Fe Chev. Dealership	
Carrow's Restaurant	Garcia, Loretta	M & J Paint & Body	Santa Fe Public Schools	
Casa Real	Gardunos Restaurant	Macy's Dept. Store	Savoil Drug Store	
Cato Clothing	Gen. Technology Corp/ Excel	Maintenance Svc. Systems	Sears	
CDS Inc	Giant Convenience Store	Maloof Distributing	Seeds of Change	
Century Rio 24	Grandma Max Rest	McDonald's	SENTO Corp.	
Chile Factory	Guards Mark, Inc.	Meals on Wheels	Seven-Eleven	
Circle K	H&R Block		Sheets Construction	

Steven Torres Participated in

COMMUNITY

EMPLOYMENT, JOB DEVELOPMENT



Steven Torres came to Goodwill with a learning disability and was placed as a dining room attendant at What-A-Burger in Albuquerque. He has flourished in this job for four years, largely due to his outstanding work ethic and inspiring attitude. He is admired by both co-workers and supervisory staff at What-A-Burger. His manager describes him as a valuable employee who cares greatly about others. Mr. Torres enjoys meeting new people and making them smile, and he will also reach out to help everyone have a good day. He will cheer up a co-worker by buying her a snack. He will remind another co-worker not to miss his SunVan ride. Mr. Torres is active in his church. In March 2007, Mr. Torres was selected to receive the first Edgar Award for Goodwill Graduate of the Year.

Chris Sanchez Participated in

PATHWAYS program



Chris Sanchez came to the Pathways program in November 2006 through a referral from Turquoise Lodge, which provides inpatient substance abuse treatment in Albuquerque. Mr. Sanchez and his wife and seven year old daughter live in a motel in Albuquerque. He has struggled with alcohol for most of his life, and had made a commitment to change through the Alcoholics Anonymous program. He has been sober for eight months and continues to work towards his sobriety. The Pathways Program helped Mr. Sanchez in acquiring a job as an assistant mechanic for Ever Ready Oil Company (ERO), where he works on large diesel and truck engines and maintains other company vehicles. He has been with ERO for four months and is very happy with his job. His supervisor is pleased with his work ethic and quality of work. Mr. Sanchez's goal is to buy a home and provide for his family. He also hopes to attend Central New Mexico Community College to study auto mechanics so that some day he can own his own auto mechanic shop.

“The very fact that Goodwill Industries are... enterprises supported by the public...puts the responsibility squarely upon Goodwill leaders to translate each dollar, each piece of material and each hour of service into the largest possible amount of human well-being.”

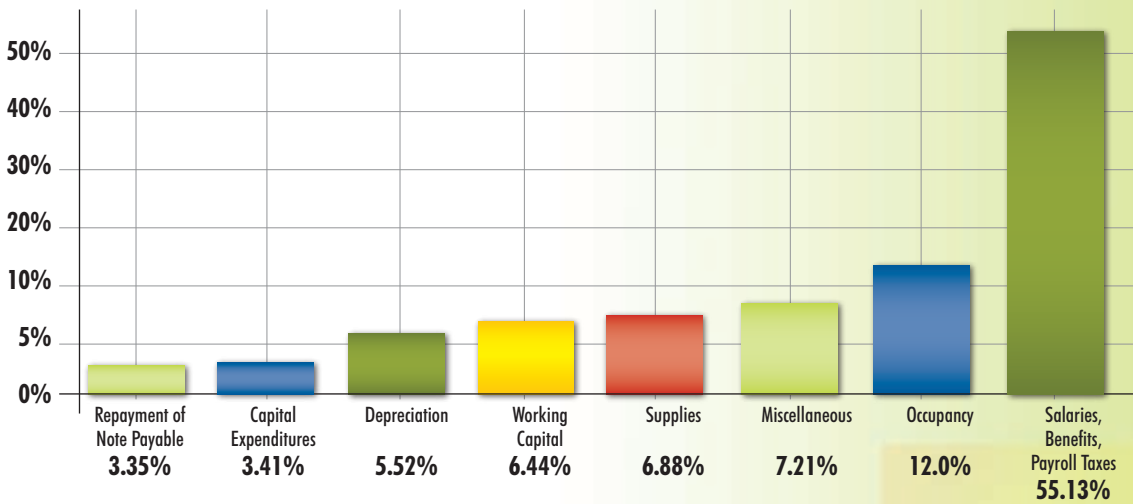
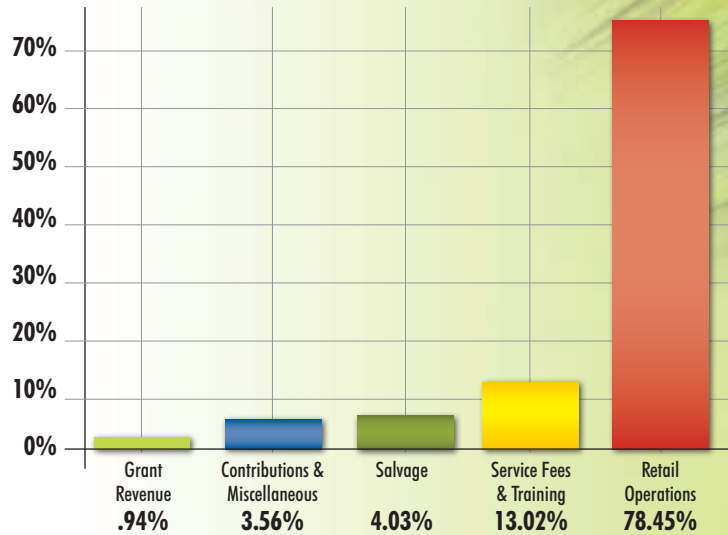
– Edgar Helms

FINANCIAL STATEMENT

2006

REVENUE

Retail Operations	\$ 9,554,028
Service Fees & Training	1,584,992
Salvage	491,309
Grant Revenue	113,855
Contributions & Miscellaneous	433,894
Total	\$12,178,078



EXPENSES

Salaries, Benefits, Payroll Taxes	\$6,713,824	Miscellaneous (printing, travel, etc.)	878,305
Supplies	837,921	Depreciation	672,819
Occupancy	1,467,028	Repayment of Note Payable	407,686
Capital Expenditures	415,325	Working Capital	785,120
Total		Total	\$12,178,078

“It’s the purpose of our Goodwill Industries to help persons by giving them an opportunity for self-help....”

*– F.C. Moore, Boston, Mass.
Secretary of the Department of Fresh Air Farms and Colonies, 1952*

Olga Castillo Participated in

SCSEP

SENIOR COMMUNITY SERVICE EMPLOYMENT PROGRAM

Olga Castillo began her involvement with the Senior Community Service Employment Program (SCSEP) under AARP in August 2005 and continued with the program when it was adopted by Goodwill Industries of New Mexico in October 2006. The Program placed Mrs. Castillo at the John Marshall Multi-Service Center in Albuquerque where she trained in clerical skills and commodity distribution. Even though Mrs. Castillo had always been afraid to work with computers, she expressed interest in taking computer skills classes in order to expand her skills and comfort level with computers, and to improve her value as an employee.

SCSEP participants are asked to make goals for employment. Mrs. Castillo’s goal was to acquire a job as a Wal-Mart greeter. In her past efforts to apply for work at Wal-Mart, Mrs. Castillo had been discouraged by the online application process and had never fully completed an application. In December 2006, Goodwill SCSEP Service Coordinator, Tina Sanchez, helped Mrs. Castillo fill out the online application and three weeks later Wal-Mart contacted her to come in and take a skills test. The day after she took the test, Mrs. Castillo was excited to report that Wal-Mart had called to offer her a job as a greeter at \$9.15/hour. She began working in January 2007 and is enjoying her work. She is still planning to take computer classes in her free time. Goodwill will continue to monitor Mrs. Castillo’s success and to offer services as needed.



2006 FOUNDATION

ACTIVITY

In 2006, Goodwill Industries of New Mexico saw an expansion of fund development efforts that resulted in contributions for Workforce Development programs from the following foundations:

Albuquerque Community Foundation, **\$10,000 to place 10 Pathways clients**

Hubbard Broadcasting Foundation, **\$3,000 for general operating assistance**

PNM Resources Foundation, **\$10,000 for Occupational Literacy Program**

Lockheed Martin/Sandia National Laboratories Foundation, **\$5,000 for Pathways to Self- Sufficiency Program**

United Way of Central New Mexico, **\$36,000 for the Pathways to Self-Sufficiency Program**

United Way of Central New Mexico, **\$22,000 for Occupational Literacy Program**

Boeing, **\$5,000 for Community Employment Program**

Senior Community Service Employment Program, **\$1,100,000 for training and placing individuals of low income and over 55 years of age**

Bank of America Foundation, **\$2,500 for Gallup's Community Employment Program**

Bank of Albuquerque, **\$2,000 for Community Employment Program**

“A dollar invested in giving [people] jobs keeps on working year after year and makes charity unnecessary.”

– Edgar Helms

Goodwill RETAIL

“In dealing with contributors, the drivers and helpers should always be careful and courteous.”

– Edgar Helms

“Goodwill Stores are a most important part of a Goodwill program. They offer the best outlet for Goodwill [donations]... [They] offer one of the best contacts between discouraged...people in every community and a Goodwill idealism...” G.W. Leighbody, Secretary of Department of Sales and Purchases. *Goodwill Industries: A Manual*

GINM exists to provide skill development and work opportunities for people with barriers to employment. The primary funding mechanism for mission services is thrift store sales of merchandise donated by the public. The Commercial Operations Division at GINM handles all aspects of the material donations process: receiving, sorting, processing, pricing, transportation and sales. Additionally, the stores act as a classroom for our clients to work in a safe environment while training for community employment outside of GINM. Retail facilities also have a workforce development specialist on location and/or a vocational service coordinator (job coach). GINM has 9 retail facilities in the northern half of New Mexico: 5 in Albuquerque, 2 in Santa Fe; 1 in Rio Rancho, and 1 in Gallup. In addition to the retail stores, GINM maintains an e-commerce site, at www.Shopgoodwill.com, which produces revenue through a bidding process. Transportation, Maintenance, and the IT departments support the organization.



NUMBER OF PEOPLE WHO DONATED GENTLY-USED ITEMS IN 2006:

287,910



NUMBER OF PEOPLE WHO SHOPPED IN OUR STORES IN 2006:

748,172



RETAIL SALES IN 2006:

9,554,037

WORKFORCE

DEVELOPMENT PROGRAMS

GINM's mission is to provide skill development and work opportunities to people with barriers to employment. We define barriers as learning disabilities, physical challenges, developmental disabilities, age, language barrier, single parenthood, inadequate education, extended absence from the workforce (i.e., displaced homemakers or disabled veterans), felony history, co-occurring disorders, substance abuse, domestic violence, and homelessness, with its attendant lack of work history, transportation, telephone and childcare. GINM has been helping New Mexicans with barriers to employment for 65 years.

Five of the 24 service programs provided by GINM:

Case Management Program

GINM provides case management services in its Traumatic Brain Injury (TBI) and Disabled and Elderly (D&E) programs. TBI is a short-term (90-day) payer of last resort authorization that concentrates on housing and medication needs. In 2006, GINM provided case management for 170 individuals with TBI as compared to 137 in 2005. GINM also operates a "Limited" TBI Case Management program whose primary aim is to provide emergency housing and medication on an as-needed basis. In 2006, 165 individuals were served on this status, a 77% increase from the 38 individuals served in 2005. The (D&E) program served 108 individuals in 2006, a 17% increase to 2005's 92 individuals served.

Community Employment

The Community Employment Program places individuals in competitive community-based employment while offering ongoing follow-up job coaching for at least 90 days into employment. The range of occupational fields in which clients are placed include: computer technical support, ambulatory transportation, hotel auditing, building trades, courier service, food service, grounds keeping, custodial, retail sales, security, manufacturing, heavy equipment

operation, warehousing/forklift operation, telemarketing and glass repair. In 2006, GINM placed 381 individuals in competitive community employment, a 49% increase from 2005.

Education and Training

The Education and Training (E&T) programs expanded in 2006 to include Occupational Literacy. Occupational literacy, or the ability to communicate effectively on the job, is a cornerstone for successful workforce development and workplace competency. This new pilot program began in August 2006 and is designed to fill a gap in job training in New Mexico by providing intensive training and education in business English, business computer skills, cultural competency and customer service to trainees and entry level employees with Limited English Proficiency (LEP).

Pathways to Self Sufficiency

GINM established the Pathways to Self-Sufficiency Program in 2002 to help homeless persons obtain and maintain long-term community-based employment to help end their homelessness. With other community agencies providing shelter and food to the homeless, the Pathways Program has developed into a natural third-tier resource by offering job training and placement when those individuals were ready. In 2006, the Pathways Program served 125 homeless persons in contrast to 93 in 2005 and placed 55 in competitive community employment at an average wage of \$7.98.

The Pathways Program is one of Goodwill's most effective programs, and is free to clients, generously supported by Goodwill Industries of New Mexico, the United Way of Central New Mexico, Albuquerque Community Foundation and Lockheed Martin/Sandia Labs.

Senior Community Service Employment Program

SCSEP will help subsidize part-time employment and training in community service positions so that older workers can move to unsubsidized, private sector jobs. Low income seniors will be able to leverage the services they provide to upgrade their skills and pursue new opportunities, and will have access to a wide array of services to help them qualify for positions in today's global economy.

GOODWILL INDUSTRIES
OF NEW MEXICO



DONORS

MAKE OUR WORK POSSIBLE

*Your donations give human beings a chance to earn all they are able to produce.
Thank you to all for assisting our community by making people more independent!*

2006 Chairman's Circle (Gold) \$10,000 +

Albuquerque Community Foundation for Pathways to Self Sufficiency
Bank of Albuquerque for General Operating Support
City of Rio Rancho for Job Development
Department of Labor for Senior Community Service Employment Program
First Community Bank
PNM Resources Foundation for Occupational Literacy
United Way of Central NM for Occupational Literacy
United Way of Central NM for Pathways to Self Sufficiency

2006 Chairman's Circle (Silver) \$5,000 - \$9,999

Boeing Company for Community Employment Program
Lockheed Martin/Sandia Labs for Pathways
Santa Fe Chamber of Commerce for Community Employment Program

2006 Chairman's Circle (Bronze) \$2,500 - \$4,999

Bank of America Foundation for Gallup Job Development
Hubbard Broadcasting Foundation for General Operating Support
Jan and Donna Richter
Stephen and Mary Ingram

2006 Board of Directors Circle \$1,000 - \$2,499

Charles Knapp
Domenici Law Firm, P.C. (Pete V. Domenici, Jr.)
Elizabeth Tallant Cooper
General Electric Employee Good Neighbor Fund
Gorman Distributing Company (Tom Jarvis)
Greg and Karen Chalmers (United Way)
In memory of Rear Admiral David M. Cooney, USN, (ret.)
From: Lt. Comdr. Raymond Sinwell, USN, (ret.)
James and Jacquie White
Lynn Schibeci
Manuel Lujan Agencies
Mesofuel, Inc.
Mid-West Textile Company (Jim Maxfield)
Patrick and Linda Michaels

2006 Presidents Club \$500 - \$999

Boydston Electric, Inc. (Keith Boydston)
Dale and Celine Stanton
Drs. Robert Hillman and Barbara Bogart
Governor Bill Richardson & First Lady Barbara Richardson
Heartwired Books (Reid Fossey)
James and Joanne Burns
Moss Adams
Mr. and Mrs. Bruce Gerry
Mr. and Mrs. Thomas Merson
Mr. Robert Sanchez (United Way)
Stephanie Hanosh

2006 Executive Club \$250 - \$499

Anonymous
Anonymous (United Way)
Elizabeth Metoyer
George and Jeanette Buffett
Gerald Hoppe and Rita Lenart-Hoppe (United Way)
In Honor of Larry Blair by Leonard Stans
In Memory of Arthur Kuehnert
James and Carol Smith
JoAnne Wright (United Way)
Johnese and Michael Turri
Lisa Chavez
Maj. General Francis W. Nye, USAF, RET.
Mary Best
Ron Dyck (United Way)
Skitch Ferguson
Stephen Byrd

2006 Goodwill Friend Under \$250

Amber Abeyta
Anonymous
Anthony and Marie Hillerman
Applied Research Associates, Inc. (Jim Eddings)
Barbara Nahler
Becky Davis
Brad Boergadine
Brent Burdick (United Way)
Charles and Norma Young
Charlotte Perez
Cynthia Loehr (United Way)
Drs. Eva R. Birnbaum and Mark McCleskey
Edward Shaw
Eric and Mary Cornish
Ernest and Patricia Martinez

Gabriel Sanchez (United Way)
Gary C. Kloppenburg (United Way)
Gene O. Sjostrand
George and Shirley Brabson, Jr.
George McNeil
Geri Everett
Gina M. Mahfouz (United Way)
Glenda Miller
Greta Weiner (United Way)
James Allman
James and Joanne Burns
James and Josephine Mitchell
James and Michelle Gubernatis
James and Patricia Keller
Jane Hueter-Moody (United Way)
Jim and Carol Bohlander
Jim and Muriel Ledwith
John and Katherine Bower
John Coelho
John Zarzola
Johnnie Griscott
Joseph A. Ruggles (United Way)
Katherine Smith
Kathleen Holt (United Way)
Laura Brogdon
Leonard Stans (United Way)
Mrs. Dwight H. Tope
Mrs. J. Daniel Ray
Peter and Jean DeWolf
Richard Day Research on behalf of Mr. Bruce Higgins
Roberta and John Lawrence
Sid and Marianne Gutierrez
Stephanie Eras
Thomas F. and Greta C. Keleher
Tier One Productions (T.O.P.) D. Voight Thornton
Timothy J. and Jodi Strosnider (United Way)
Transportation Rental and Sales, Inc. (Corina McCready)
Victor and Jo Izay
Virginia Grant
Virginia Shipman

VOLUNTEERS on a mission

GINM is governed by a 15 member volunteer Board that is routinely briefed on key business areas including: financial status, services provided to people (includes efficiency and effectiveness of programs, outcomes, and satisfaction with services), accessibility, safety, business operations, field trends, and significant personnel, marketing and national Goodwill activities.

Goodwill's Board is made up of dynamic individuals who adhere to processes developed to identify skill sets needed when recruiting for new Board members. These skill sets are ever changing as the organization expands its services. Further, the Board has proven methods to recruit, orient and train new Board members.

Highlights for 2006 included:

- Attended training through Goodwill's annual delegate assembly and a training event sponsored by the Southwest Association of Goodwill Industries, and hosted by Goodwill Industries of New Mexico.
- Developed and approved a "delegation of authority" table which identified the activities and decision making authority delegated to staff and that which is retained by the Board.
- Increased its accessibility to persons served by including a staff briefing regarding the status and outcomes of a different program each month, often times meeting with a current or graduated client from that program.
- Increased its accessibility by moving two Board meetings so that at their completion they could serve lunch to clients and staff and then dine with attendees.

Executive Committee (standing)

Ingram, Stephen – Chairperson
Protz, Craig – 1st Vice Chair
Blair, Larry – 2nd Vice Chair
Hess, Alan – Secretary
Higgins, Bruce – Treasurer
White, Jacqueline – Past Chairperson
Gutierrez, Sid – Member at Large

Finance Committee (standing)

Higgins, Bruce – Treasurer/Chairperson
Blair, Larry
Gutierrez, Sid
Hunter, Robin
Kanin, Gary
Luna, Kip
Protz, Craig

Nominating & Membership Committee (standing)

White, Jacqueline – Past Chairperson/ Chairperson
Breedon, Lisa
Domenici, Pete V., Jr.
Easley-Small, Wanda
Ferguson, Skitch
Marquez, Susan

Resource Development Committee

Hess, Alan – Chairperson
Breedon, Lisa
Higgins, Bruce
Ferguson, John
Marquez, Susan

"To the board of directors who have served with the finest business and professional ability without money... greetings! With love and good will."

– Edgar Helms



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