

Return of Organization Exempt from Income Tax

OMB No. 1545-0047

2003**Open to Public Inspection**Department of the Treasury
Internal Revenue Service**Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code
(except black lung benefit trust or private foundation)**

▶ The organization may have to use a copy of this return to satisfy state reporting requirements.

A For the 2003 calendar year, or tax year beginning , 2003, and ending ,**B** Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return
☐ Amended return
☐ Application pending

Please use
IRS label
or print
or type.
See
specific
instruc-
tions.GOODWILL INDUSTRIES OF MIDDLE TN, INC.
1015 HERMAN STREET
NASHVILLE, TN 37208**D** Employer Identification Number

62-0599413

E Telephone number

(615) 742-4151

F Accounting method:☐ Cash ☒ Accrual☐ Other (specify) ▶

• **Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).**

H and I are not applicable to section 527 organizations.

H (a) Is this a group return for affiliates? . . . ☐ Yes ☒ No**H (b)** If "Yes," enter number of affiliates ▶**H (c)** Are all affiliates included? ☐ Yes ☐ No

(If "No," attach a list. See instructions.)

H (d) Is this a separate return filed by an organization covered by a group ruling? ☐ Yes ☒ No**I** Group Exemption Number. . . ▶**M** Check ☐ if the organization is **not** required to attach Schedule B (Form 990, 990-EZ, or 990-PF).**G** Web site: ▶ HTTP://WWW.GOODWILLMIDTEN.ORG/**J** Organization type(check only one) ☒ 501(c) 3 (insert no.) ☐ 4947(a)(1) or ☐ 527

K Check here ☐ if the organization's gross receipts are normally not more than \$25,000. The organization need not file a return with the IRS; but if the organization received a Form 990 Package in the mail, it should file a return without financial data. **Some states require a complete return.**

L Gross receipts: Add lines 6b, 8b, 9b, and 10b to line 12 ▶ 20,410,152.**Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances** (See Instructions)

REVENUE	1 Contributions, gifts, grants, and similar amounts received:			
	a Direct public support	1 a	20,968.	
	b Indirect public support	1 b	122,998.	
	c Government contributions (grants)	1 c	697,028.	
	d Total (add lines 1a through 1c) (cash \$ 840,994. noncash \$)	1 d	840,994.	
	2 Program service revenue including government fees and contracts (from Part VII, line 93)	2	19,330,003.	
	3 Membership dues and assessments	3		
	4 Interest on savings and temporary cash investments	4	21,767.	
	5 Dividends and interest from securities	5	4,167.	
	6a Gross rents	6 a		
	b Less: rental expenses	6 b		
	c Net rental income or (loss) (subtract line 6b from line 6a)	6 c		
7 Other investment income (describe)	7			
REVENUE	8a Gross amount from sales of assets other than inventory	(A) Securities	212,794.	8 a
	b Less: cost or other basis and sales expenses		239,754.	8 b
	c Gain or (loss) (attach schedule).		-26,960.	8 c
	d Net gain or (loss) (combine line 8c, columns (A) and (B))	(B) Other	6,090.	
	9 Special events and activities (attach schedule). If any amount is from gaming, check here. <input type="checkbox"/>		-6,090.	
	a Gross revenue (not including \$ of contributions reported on line 1a)			8 d
	b Less: direct expenses other than fundraising expenses			
	c Net income or (loss) from special events (subtract line 9b from line 9a)			
REVENUE	10a Gross sales of inventory, less returns and allowances	10 a		
	b Less: cost of goods sold	10 b		
	c Gross profit or (loss) from sales of inventory (attach schedule) (subtract line 10b from line 10a)	10 c		
11 Other revenue (from Part VII, line 103)	11	427.		
12 Total revenue (add lines 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11)	12	20,164,308.		
EXPENSES	13 Program services (from line 44, column (B))	13	16,831,290.	
	14 Management and general (from line 44, column (C))	14	2,834,336.	
	15 Fundraising (from line 44, column (D))	15		
	16 Payments to affiliates (attach schedule)	16		
	17 Total expenses (add lines 16 and 44, column (A))	17	19,665,626.	
NET ASSETS	18 Excess or (deficit) for the year (subtract line 17 from line 12)	18	498,682.	
	19 Net assets or fund balances at beginning of year (from line 73, column (A))	19	7,000,420.	
	20 Other changes in net assets or fund balances (attach explanation)	20	67,154.	
	21 Net assets or fund balances at end of year (combine lines 18, 19, and 20)	21	7,566,256.	

Part II Statement of Functional Expenses All organizations must complete column (A). Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others.

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22	Grants and allocations (att sch) (cash \$ _____ non-cash \$ _____)	22			
23	Specific assistance to individuals (att sch)	23			
24	Benefits paid to or for members (att sch)	24			
25	Compensation of officers, directors, etc.	25	353,041.	45,870.	307,171.
26	Other salaries and wages	26	10,637,939.	9,579,980.	1,057,959.
27	Pension plan contributions	27	103,034.	78,630.	24,404.
28	Other employee benefits	28	480,846.	392,935.	87,911.
29	Payroll taxes	29	1,256,876.	1,114,984.	141,892.
30	Professional fundraising fees	30			
31	Accounting fees	31	22,000.		22,000.
32	Legal fees	32	16,084.	11,157.	4,927.
33	Supplies	33	656,283.	614,560.	41,723.
34	Telephone	34	181,750.	150,760.	30,990.
35	Postage and shipping	35	37,677.	29,480.	8,197.
36	Occupancy	36	3,258,525.	3,024,700.	233,825.
37	Equipment rental and maintenance	37	52,215.	42,747.	9,468.
38	Printing and publications	38	71,812.	22,098.	49,714.
39	Travel	39	312,127.	283,137.	28,990.
40	Conferences, conventions, and meetings	40	9,401.	6,256.	3,145.
41	Interest	41	113,293.		113,293.
42	Depreciation, depletion, etc (attach schedule)	42	1,019,520.	685,799.	333,721.
43	Other expenses not covered above (itemize):				
a	SEE STATEMENT 3	43a	1,083,203.	748,197.	335,006.
b		43b			
c		43c			
d		43d			
e		43e			
44	Total functional expenses (add lines 22 - 43). Organizations completing columns (B) - (D), carry these totals to lines 13 - 15.	44	19,665,626.	16,831,290.	2,834,336.

Joint Costs. Check ☐ if you are following SOP 98-2.Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services? ☐ Yes ☒ No

If 'Yes,' enter (i) the aggregate amount of these joint costs \$ _____; (ii) the amount allocated to Program services \$ _____; (iii) the amount allocated to Management and general \$ _____; and (iv) the amount allocated to Fundraising \$ _____.

Part III Statement of Program Service AccomplishmentsWhat is the organization's primary exempt purpose? SEE STATEMENT 4

All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable. (Section 501(c)(3) & (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants & allocations to others.)

Program Service Expenses
(Required for 501(c)(3) and (4) organizations and 4947(a)(1) trusts; but optional for others.)

a	SEE STATEMENT 5			
	(Grants and allocations \$ _____)			16,831,290.
b				
	(Grants and allocations \$ _____)			
c				
	(Grants and allocations \$ _____)			
d				
	(Grants and allocations \$ _____)			
e	Other program services (Grants and allocations \$ _____)			
f	Total of Program Service Expenses (should equal line 44, column (B), Program services)			16,831,290.

Part IV Balance Sheets (See Instructions)**Note:** Where required, attached schedules and amounts within the description column should be for end-of-year amounts only.

		(A) Beginning of year		(B) End of year	
ASSETS	45 Cash — non-interest-bearing	259,820.	45	176,700.	
	46 Savings and temporary cash investments	1,706,222.	46	2,649,222.	
	47a Accounts receivable	47a 254,333.			
	b Less: allowance for doubtful accounts	47b 4,886.	221,373.	47c 249,447.	
	48a Pledges receivable	48a		48c	
	b Less: allowance for doubtful accounts	48b			
	49 Grants receivable	38,135.	49	50,817.	
	50 Receivables from officers, directors, trustees, and key employees (attach schedule)		50		
	51a Other notes & loans receivable (attach sch.)	51a		51c	
	b Less: allowance for doubtful accounts	51b			
	52 Inventories for sale or use	501,060.	52	515,474.	
	53 Prepaid expenses and deferred charges	99,564.	53	101,917.	
	54 Investments — securities (attach schedule)	SEE ST. 6 <input type="checkbox"/> Cost <input checked="" type="checkbox"/> FMV	205,955.	54	331,809.
	55a Investments — land, buildings, & equipment: basis	55a		55c	
	b Less: accumulated depreciation (attach schedule)	55b			
56 Investments — other (attach schedule)		56			
57a Land, buildings, and equipment: basis	57a 15,202,207.				
b Less: accumulated depreciation (attach schedule)	STATEMENT 7 57b 6,078,484.	7,486,338.	57c	9,123,723.	
58 Other assets (describe ► SEE STATEMENT 8)	27,165.	58	47,525.		
59 Total assets (add lines 45 through 58) (must equal line 74)	10,545,632.	59	13,246,634.		
LIABILITIES	60 Accounts payable and accrued expenses	1,236,906.	60	1,243,333.	
	61 Grants payable		61		
	62 Deferred revenue	12,231.	62	13,830.	
	63 Loans from officers, directors, trustees, and key employees (attach schedule)		63		
	64a Tax-exempt bond liabilities (attach schedule)		64a		
	b Mortgages and other notes payable (attach schedule)	SEE STATEMENT 9 2,296,075.	64b	4,362,197.	
	65 Other liabilities (describe ► SEE STATEMENT 10)		65	61,018.	
66 Total liabilities (add lines 60 through 65)	3,545,212.	66	5,680,378.		
NET ASSETS OR FUND BALANCES	Organizations that follow SFAS 117, check here ► <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74.				
	67 Unrestricted	7,000,420.	67	7,566,256.	
	68 Temporarily restricted		68		
	69 Permanently restricted		69		
	Organizations that do not follow SFAS 117, check here ► <input type="checkbox"/> and complete lines 70 through 74.				
	70 Capital stock, trust principal, or current funds		70		
	71 Paid-in or capital surplus, or land, building, and equipment fund		71		
	72 Retained earnings, endowment, accumulated income, or other funds		72		
	73 Total net assets or fund balances (add lines 67 through 69 or lines 70 through 72; column (A) must equal line 19; column (B) must equal line 21)	7,000,420.	73	7,566,256.	
	74 Total liabilities and net assets/fund balances (add lines 66 and 73)	10,545,632.	74	13,246,634.	

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

BAA

Part IV-A Reconciliation of Revenue per Audited Financial Statements with Revenue per Return (See instructions.)

a	Total revenue, gains, and other support per audited financial statements.	a	20,206,969.
b	Amounts included on line a but not on line 12, Form 990:		
(1)	Net unrealized gains on investments. . . . \$ 67,154.		
(2)	Donated services and use of facilities. . . . \$		
(3)	Recoveries of prior year grants. . . . \$		
(4)	Other (specify):		
	SEE STM 11 \$ 6,090.		
	Add amounts on lines (1) through (4). . . .	b	73,244.
c	Line a minus line b	c	20,133,725.
d	Amounts included on line 12, Form 990 but not on line a :		
(1)	Investment expenses not included on line 6b, Form 990. . . . \$		
(2)	Other (specify):		
	SEE STM 12 \$ 30,583.		
	Add amounts on lines (1) and (2). . . .	d	30,583.
e	Total revenue per line 12, Form 990 (line c plus line d).	e	20,164,308.

Part IV-B Reconciliation of Expenses per Audited Financial Statements with Expenses per Return

a	Total expenses and losses per audited financial statements.	a	19,641,133.
b	Amounts included on line a but not on line 17, Form 990:		
(1)	Donated services and use of facilities. . . . \$		
(2)	Prior year adjustments reported on line 20, Form 990. . . . \$		
(3)	Losses reported on line 20, Form 990. . . . \$		
(4)	Other (specify):		
	SEE STMT 13 \$ 6,090.		
	Add amounts on lines (1) through (4). . . .	b	6,090.
c	Line a minus line b	c	19,635,043.
d	Amounts included on line 17, Form 990 but not on line a :		
(1)	Investment expenses not included on line 6b, Form 990. . . . \$		
(2)	Other (specify):		
	SEE STMT 14 \$ 30,583.		
	Add amounts on lines (1) and (2). . . .	d	30,583.
e	Total expenses per line 17, Form 990 (line c plus line d).	e	19,665,626.

Part V List of Officers, Directors, Trustees, and Key Employees (List each one even if not compensated; see instructions.)

(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (if not paid, enter -0-)	(D) Contributions to employee benefit plans and deferred compensation	(E) Expense account and other allowances
SEE STATEMENT 15				
		353,041.	8,212.	0.

75 Did any officer, director, trustee, or key employee receive aggregate compensation of more than \$100,000 from your organization and all related organizations, of which more than \$10,000 was provided by the related organizations?

☐ Yes

☒ No

If 'Yes,' attach schedule — see instructions.

Part VI Other Information (See instructions.)

	Yes	No
76 Did the organization engage in any activity not previously reported to the IRS? If 'Yes,' attach a detailed description of each activity.	76	X
77 Were any changes made in the organizing or governing documents but not reported to the IRS? If 'Yes,' attach a conformed copy of the changes.	77	X
78a Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return?	78a	X
b If 'Yes,' has it filed a tax return on Form 990-T for this year?	78b	N/A
79 Was there a liquidation, dissolution, termination, or substantial contraction during the year? If 'Yes,' attach a statement.	79	X
80a Is the organization related (other than by association with a statewide or nationwide organization) through common membership, governing bodies, trustees, officers, etc. to any other exempt or nonexempt organization?	80a	X
b If 'Yes,' enter the name of the organization <u>GOODWILL GOVERNMENT SERVICES, INC.</u> and check whether it is <input checked="" type="checkbox"/> exempt or <input type="checkbox"/> nonexempt.		
81a Enter direct and indirect political expenditures. See line 81 instructions.	81a	0.
b Did the organization file Form 1120-POL for this year?	81b	X
82a Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?	82a	X
b If 'Yes,' you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II. (See instructions in Part III.)	82b	N/A
83a Did the organization comply with the public inspection requirements for returns and exemption applications?	83a	X
b Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	83b	X
84a Did the organization solicit any contributions or gifts that were not tax deductible?	84a	X
b If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	84b	N/A
85 501(c)(4), (5), or (6) organizations. a Were substantially all dues nondeductible by members?	85a	N/A
b Did the organization make only in-house lobbying expenditures of \$2,000 or less? If 'Yes' was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year.	85b	N/A
c Dues, assessments, and similar amounts from members.	85c	N/A
d Section 162(e) lobbying and political expenditures.	85d	N/A
e Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices.	85e	N/A
f Taxable amount of lobbying and political expenditures (line 85d less 85e).	85f	N/A
g Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?	85g	N/A
h If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?	85h	N/A
86 501(c)(7) organizations. Enter: a Initiation fees and capital contributions included on line 12.	86a	N/A
b Gross receipts, included on line 12, for public use of club facilities	86b	N/A
87 501(c)(12) organizations. Enter: a Gross income from members or shareholders	87a	N/A
b Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	87b	N/A
88 At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If 'Yes,' complete Part IX.	88	X
89a 501(c)(3) organizations. Enter: Amount of tax imposed on the organization during the year under: section 4911 <u>0.</u>; section 4912 <u>0.</u>; section 4955 <u>0.</u>		
b 501(c)(3) and 501(c)(4) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If 'Yes,' attach a statement explaining each transaction.	89b	X
c Enter: Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958.		0.
d Enter: Amount of tax on line 89c, above, reimbursed by the organization		0.
90a List the states with which a copy of this return is filed <u>TENNESSEE</u>		
b Number of employees employed in the pay period that includes March 12, 2003 (See instructions.)	90b	712
91 The books are in care of <u>TAMMY GLASS</u> Telephone number <u>(615) 742-4151</u> Located at <u>1015 HERMAN STREET, NASHVILLE, TN</u> ZIP + 4 <u>37208</u>		
92 Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041 — Check here. <input type="checkbox"/> and enter the amount of tax-exempt interest received or accrued during the tax year. <u>92</u>		N/A

Part VII Analysis of Income-Producing Activities (See instructions.)**Note:** Enter gross amounts unless otherwise indicated.

	Unrelated business income		Excluded by section 512, 513, or 514		(E) Related or exempt function income
	(A) Business code	(B) Amount	(C) Exclusion code	(D) Amount	
93 Program service revenue:					
a CONTRACT PROGRAM					385,986.
b FEE FOR SERVICE					118,152.
c GOODWILL GOVNT SERV.					30,583.
d RETAIL PROGRAM					18,795,282.
e					
f Medicare/Medicaid payments					
g Fees & contracts from government agencies					
94 Membership dues and assessments					
95 Interest on savings & temporary cash invmnts			14	21,767.	
96 Dividends & interest from securities			14	4,167.	
97 Net rental income or (loss) from real estate:					
a debt-financed property					
b not debt-financed property					
98 Net rental income or (loss) from pers prop.					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory			18	-33,050.	
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory					
103 Other revenue: a					
b MISCELLANEOUS INCOME					427.
c					
d					
e					
104 Subtotal (add columns (B), (D), and (E))				-7,116.	19,330,430.
105 Total (add line 104, columns (B), (D), and (E))					19,323,314.

Note: Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I.**Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes** (See instructions.)

Line No.	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes).
1	SEE STATEMENT 16

Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities (See instructions.)

(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End-of-year assets
N/A	%			
	%			
	%			
	%			

Part X Information Regarding Transfers Associated with Personal Benefit Contracts (See instructions.)

a Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? ☐ Yes ☒ No

b Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? ☐ Yes ☒ No

Note: If 'Yes' to (b), file Form 8870 and Form 4720 (see instructions).

Please Sign Here	Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.			
	Signature of officer		Date	
Paid Preparer's Use Only	Preparer's signature		Date	Check if self-employed <input type="checkbox"/>
	Firm's name (or yours if self-employed)		EIN	Preparer's SSN or PTIN (see General Instruction W)
	address, and ZIP + 4		Phone no.	

Schedule B
(Form 990, 990-EZ,
or 990-PF)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors
Supplementary information for
line 1 of Form 990, 990-EZ and 990-PF (see instructions)

OMB No. 1545-0047

2003

Name of organization

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

Employer identification number

62-0599413

Organization type (check one):

Filers of:

Form 990 or 990-EZ

Section:

- ☒ 501(c)(3) (enter number) organization
☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
☐ 527 political organization

Form 990-PF

- ☐ 501(c)(3) exempt private foundation
☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**. (**Note:** Only a section 501(c)(7), (8), or (10) organization can check box(es) for both the General Rule and a Special Rule — see instructions.)

General Rule —

- ☐ For organizations filing Form 990, 990-EZ, or 990-PF that received, during the year, \$5,000 or more (in money or property) from any one contributor. (Complete Parts I and II.)

Special Rules —

- ☒ For a section 501(c)(3) organization filing Form 990, or Form 990-EZ, that met the 33-1/3% support test of the regulations under sections 509(a)(1)/170(b)(1)(A)(vi) and received from any one contributor, during the year, a contribution of the greater of \$5,000 or 2% of the amount on line 1 of these forms. (Complete Parts I and II.)
- ☐ For a section 501(c)(7), (8), or (10) organization filing Form 990, or Form 990-EZ, that received from any one contributor, during the year, aggregate contributions or bequests of more than \$1,000 for use *exclusively* for religious, charitable, scientific, literary, or educational purposes, or the prevention of cruelty to children or animals. (Complete Parts I, II, and III.)
- ☐ For a section 501(c)(7), (8), or (10) organization filing Form 990, or Form 990-EZ, that received from any one contributor, during the year, some contributions for use *exclusively* for religious, charitable, etc. purposes, but these contributions did not aggregate to more than \$1,000. (If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc. purpose. Do not complete any of the Parts unless the **General Rule** applies to this organization because it received nonexclusively religious, charitable, etc. contributions of \$5,000 or more during the year.) ► \$ _____

Caution: Organizations that are not covered by the General Rule and/or the Special Rules do not file Schedule B (Form 990, 990-EZ, or 990-PF) but they **must** check the box in the heading of their Form 990, Form 990-EZ, or on line 1 of their Form 990-PF, to certify that they do not meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

BAA For Paperwork Reduction Act Notice, see the instructions for Form 990 and Form 990-EZ.

Schedule **B** (Form 990, 990-EZ, or 990-PF) (2003)

Name of organization

Employer identification number

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

62-0599413

Part I Contributors (See Specific Instructions.)

(a) Number	(b) Name, address, and ZIP + 4	(c) Aggregate contributions	(d) Type of contribution
1	UNITED WAY PO BOX 280420 NASHVILLE, TN 37228	\$ 122,998.	Person <input checked="checked" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if there is a noncash contribution.)

Name of organization

Employer identification number

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

62-0599413

Part II Noncash Property (See Specific Instructions.)

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (see instructions)	(d) Date received
	N/A		
		\$	
		\$	
		\$	
		\$	
		\$	
		\$	
		\$	
		\$	
		\$	

BAA

Schedule B (Form 990, 990-EZ, or 990-PF) (2003)

Name of organization

Employer identification number

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

62-0599413

Part III Exclusively religious, charitable, etc., individual contributions to section 501(c)(7), (8), or (10) organizations aggregating more than \$1,000 for the year (Complete cols (a) through (e) and the following line entry.)For organizations completing Part III, enter total of *exclusively* religious, charitable, etc., contributions of **\$1,000 or less** for the year. (Enter this information once — see instructions.) \$ N/A

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
	N/A		
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee
	(e) Transfer of gift		
	Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee

BAA

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

62-0599413

STATEMENT 1
FORM 990, PART I, LINE 8
NET GAIN (LOSS) FROM NONINVENTORY SALES

PUBLICLY TRADED SECURITIES

GROSS SALES PRICE: 212,794.
 COST OR OTHER BASIS: 239,754.

TOTAL GAIN (LOSS) PUBLICLY TRADED SECURITIES \$ -26,960.

OTHER ASSETS

DESCRIPTION: SCRAPPED FIXED ASSETS
 DATE ACQUIRED: VARIOUS
 HOW ACQUIRED: PURCHASE
 DATE SOLD: VARIOUS
 TO WHOM SOLD:
 GROSS SALES PRICE: 0.
 COST OR OTHER BASIS: 842,131.
 DEPRECIATION: 836,041.

GAIN (LOSS) -6,090.

TOTAL GAIN (LOSS) OTHER ASSETS \$ -6,090.

TOTAL NET GAIN (LOSS) FROM NONINVENTORY SALES \$ -33,050.

STATEMENT 2
FORM 990, PART I, LINE 20
OTHER CHANGES IN NET ASSETS OR FUND BALANCES

UNREALIZED GAIN ON INVESTMENTS..... \$ 67,154.
 TOTAL \$ 67,154.

STATEMENT 3
FORM 990, PART II, LINE 43
OTHER EXPENSES

	(A) TOTAL	(B) PROGRAM SERVICES	(C) MANAGEMENT & GENERAL	(D) FUNDRAISING
ADVERTISING	559,644.	546,666.	12,978.	
AWARDS	504.	504.		
BAD DEBT EXPENSE	4,338.	4,058.	280.	
BANK SERVICE CHARGES	19,193.	2,428.	16,765.	
CREDIT CARD FEES	100,045.	100,045.		
DONATIONS	15,000.		15,000.	
DRUG TESTING	29,009.	28,859.	150.	
DUES	122,472.	3,914.	118,558.	
EMPLOYEE RELATIONS	39,945.	3,111.	36,834.	
INSURANCE-GENERAL	109,667.	360.	109,307.	
OTHER	34,426.	25,238.	9,188.	
PROFESSIONAL FEES	43,294.	29,666.	13,628.	

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

62-0599413

STATEMENT 3 (CONTINUED)
FORM 990, PART II, LINE 43
OTHER EXPENSES

	(A)	(B)	(C)	(D)
	TOTAL	PROGRAM SERVICES	MANAGEMENT & GENERAL	FUNDRAISING
SUBSCRIPTIONS	5,666.	3,348.	2,318.	
TOTAL	<u>\$ 1083203.</u>	<u>\$ 748,197.</u>	<u>\$ 335,006.</u>	<u>\$ 0.</u>

STATEMENT 4
FORM 990, PART III
ORGANIZATION'S PRIMARY EXEMPT PURPOSE

REHABILITATION SERVICES FOR DISABLED AND DISADVANTAGED PEOPLE

STATEMENT 5
FORM 990, PART III, LINE A
STATEMENT OF PROGRAM SERVICE ACCOMPLISHMENTS

DESCRIPTION	GRANTS AND ALLOCATIONS	PROGRAM SERVICE EXPENSES
TO PROVIDE REHABILITATION SERVICES, TRAINING AND EMPLOYMENT OPPORTUNITIES FOR HANDICAPPED, DISABLED AND DISADVANTAGED INDIVIDUALS AS AN INTEGRAL STEP TO EMPLOYMENT IN THE EXISTING LABOR MARKET.		16,831,290.
	<u>\$ 0.</u>	<u>\$ 16831290.</u>

STATEMENT 6
FORM 990, PART IV, LINE 54
INVESTMENTS - SECURITIES

OTHER PUBLICLY TRADED SECURITIES	VALUATION METHOD	AMOUNT
T. ROWE PRICE FUNDS	MARKET VALUE	\$ 270,791.
457 PLAN T. ROWE PRICE	MARKET VALUE	61,018.
	TOTAL	<u>\$ 331,809.</u>
TOTAL INVESTMENTS - SECURITIES		<u>\$ 331,809.</u>

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

62-0599413

STATEMENT 7
FORM 990, PART IV, LINE 57
LAND, BUILDINGS, AND EQUIPMENT

<u>CATEGORY</u>	<u>BASIS</u>	<u>ACCUM. DEPREC.</u>	<u>BOOK VALUE</u>
AUTOMOBILES / TRANSPORTATION EQUIPMENT	\$ 1,258,758.	\$ 830,604.	\$ 428,154.
MACHINERY AND EQUIPMENT	3,642,156.	2,282,623.	1,359,533.
BUILDINGS	6,109,164.	815,386.	5,293,778.
IMPROVEMENTS	2,914,136.	2,149,871.	764,265.
LAND	1,277,993.		1,277,993.
TOTAL	\$ 15,202,207.	\$ 6,078,484.	\$ 9,123,723.

STATEMENT 8
FORM 990, PART IV, LINE 58
OTHER ASSETS

DEPOSITS	\$ 33,775.
LOAN COSTS	13,750.
TOTAL	\$ 47,525.

STATEMENT 9
FORM 990, PART IV, LINE 64B
MORTGAGES AND OTHER NOTES PAYABLE

<u>MORTGAGES PAYABLE</u>	<u>BALANCE DUE</u>
SUNTRUST BANK	\$ 2,112,197.
BANK OF AMERICA	2,250,000.
TOTAL	\$ 4,362,197.

STATEMENT 10
FORM 990, PART IV, LINE 65
OTHER LIABILITIES

DEFERRED COMPENSATION PLAN	\$ 61,018.
TOTAL	\$ 61,018.

STATEMENT 11
FORM 990, PART IV-A, LINE B(4)
OTHER AMOUNTS

LOSS ON DISPOSAL OF FIXED ASSETS	\$ 6,090.
TOTAL	\$ 6,090.

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GOODWILL INDUSTRIES OF MIDDLE TN, INC.

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STATEMENT 12
FORM 990, PART IV-A, LINE D(2)
OTHER AMOUNTS

GOODWILL GOVN'T SERV. REIMBURSEMENTS..... \$ 30,583.
TOTAL \$ 30,583.

STATEMENT 13
FORM 990, PART IV-B, LINE B(4)
OTHER AMOUNTS

LOSS ON DISPOSAL OF FIXED ASSETS..... \$ 6,090.
TOTAL \$ 6,090.

STATEMENT 14
FORM 990, PART IV-B, LINE D(2)
OTHER AMOUNTS

GOODWILL GOVN'T SERV. REIMBURSEMENTS..... \$ 30,583.
TOTAL \$ 30,583.

STATEMENT 15
FORM 990, PART V
LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED	COMPEN- SATION	CONTRI- BUTION TO EBP & DC	EXPENSE ACCOUNT/ OTHER
DAVID LIFSEY NASHVILLE, TN	PRESIDENT 40	\$ 166,500.	\$ 758.	\$ 0.
JAMES L. KNIGHT ANTIOCH, TN	CHAIRMAN 1	0.	0.	0.
GARY CORDELL NASHVILLE, TN	VICE CHAIRMAN 1	0.	0.	0.
ROBERT E. MCNEILLY NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
KATHLEEN M. WHALEN NASHVILLE, TN	SECRETARY 1	0.	0.	0.

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

62-0599413

STATEMENT 15 (CONTINUED)
FORM 990, PART V
LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

<u>NAME AND ADDRESS</u>	<u>TITLE AND AVERAGE HOURS PER WEEK DEVOTED</u>	<u>COMPEN- SATION</u>	<u>CONTRI- BUTION TO EBP & DC</u>	<u>EXPENSE ACCOUNT/ OTHER</u>
ROBERT HAWKINS NASHVILLE, TN	DIRECTOR 1	\$ 0.	\$ 0.	\$ 0.
R. CRAIG LANE NASHVILLE, TN	VICE CHAIRMAN 1	0.	0.	0.
KEVIN MCDERMOTT NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
BETTY JOHNSON NASHVILLE, TN	VP EMPLOYMENT 40	91,739.	3,667.	0.
SHELIA GIBSON FRANKLIN, TN	TREASURER 1	0.	0.	0.
TAMMY GLASS CLARKSVILLE, TN	VP FINANCE 40	94,802.	3,787.	0.
ALAN MOORE NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
RODNEY PICKETT NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
J.G. DE LACEY MT. JULIET, TN	TRUSTEE 1	0.	0.	0.
FARZIN FERDOWSI BRENTWOOD, TN	DIRECTOR 1	0.	0.	0.
TY OSMAN NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
TIMOTHY VAUGHN NASHVILLE, TN	DIRECTOR 1	0.	0.	0.

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

62-0599413

STATEMENT 15 (CONTINUED)

FORM 990, PART V

LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED	COMPEN- SATION	CONTRI- BUTION TO EBP & DC	EXPENSE ACCOUNT/ OTHER
JOHN C. TISHLER NASHVILLE, TN	LEGAL COUNSEL 1	\$ 0.	\$ 0.	\$ 0.
EARL BEASLEY NASHVILLE, TN	DIRECTOR/TRUSTE 1	0.	0.	0.
WILLIAM CAMMACK NASHVILLE, TN	DIRECTOR/TRUSTE 1	0.	0.	0.
J.B. BAKER NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
RITA BENNETT OLD HICKORY, TN	DIRECTOR 1	0.	0.	0.
DEBORAH Y. FAULKNER NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
KENNETH PADGITT BRENTWOOD, TN	DIRECTOR 1	0.	0.	0.
ARMANDO RAMIREZ NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
JOHN STONE, III NASHVILLE, TN	VICE CHAIRMAN 1	0.	0.	0.
DAVID VAN HOOSER HENDERSONVILLE, TN	DIRECTOR 1	0.	0.	0.
JOHN VAN MOL NASHVILLE, TN	ADVISE DIRECTOR 1	0.	0.	0.
L. HARDAWAY, JR. NASHVILLE, TN	DIRECTOR 1	0.	0.	0.

GOODWILL INDUSTRIES OF MIDDLE TN, INC.

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STATEMENT 15 (CONTINUED)

FORM 990, PART V

LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED	COMPEN- SATION	CONTRI- BUTION TO EBP & DC	EXPENSE ACCOUNT/ OTHER
DECOSTA E. JENKINS NASHVILLE, TN	DIRECTOR 1	\$ 0.	\$ 0.	\$ 0.
TOTAL		\$ 353,041.	\$ 8,212.	\$ 0.

STATEMENT 16

FORM 990, PART VIII

RELATIONSHIP OF ACTIVITIES TO THE ACCOMPLISHMENT OF EXEMPT PURPOSES

LINE #	EXPLANATION OF ACTIVITIES
93D	CONDUCT OF THE RETAIL PROGRAM PROVIDES TRAINING STATIONS USED TO PROVIDE WORK ADJUSTMENT, WORK EXPERIENCE, SKILL ACQUISITION, AND SHELTERED EMPLOYMENT FOR THE PERSONS WITH A VOCATIONAL DISABILITY OR DISADVANTAGE THROUGH THE PROCESSING AND SELLING OF DONATED MERCHANDISE.
93A,B	CONDUCT OF THE CONTRACTS PROGRAM PROVIDES TRAINING STATIONS USED TO PROVIDE WORK ADJUSTMENT, WORK EXPERIENCE, SKILL ACQUISITION, AND SHELTERED EMPLOYMENT FOR THE PERSONS WITH A VOCATIONAL DISABILITY OR DISADVANTAGE THROUGH THE PROVISIONS OF GOODS OR SERVICES ON A CONTRACTUAL BASIS TO PRIVATE BUSINESSES AND GOVERNMENT AGENCIES.
103B	MISCELLANEOUS INCOME USED TO SUPPORT THE EXEMPT PURPOSE OF THE ORGANIZATION.
93C	MANAGEMENT FEES FROM GOODWILL GOVERNMENT SERVICES, INC. (GGS) USED TO PROVIDE LIMITED ADMINISTRATIVE AND MANAGEMENT SERVICES TO GGS.