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of Work in Santa Clara County Since 1928

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# Sharpened Focus on the Future



2018 Annual Report



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## President's Letter

2018 was the start of a new beginning for Goodwill of Silicon Valley. We were inspired by a new and enthusiastic focus on our future. This meant a new vision for our retail, introduction of change management principles, and enhanced mission impact in our community.

Retail and donation focus was our first priority in 2018 with increased payroll investment, challenging competitive environment, and a tight labor market all impacting our financial and mission performance in 2017 and 2018. Our senior team working with members of the retail team and our board identified a new structure and merchandising method in our stores. The team took over 6 months to develop and we began testing in our Almaden store in October. Almaden went from our 5th biggest store to our 2nd biggest volume store within one month. Customers were very complimentary and vocal of our changes, endorsing our new store experience by increasing their visits and purchasing more. After our Almaden success our board authorized additional investment in 2019 to convert all our stores, provide increased training structure and content, and better call frequency on our stores by the retail team. The success of our Almaden store prompted us to roll out some of the new merchandising techniques in all the stores toward the end of 2018. We saw marked improvement in our end of the year performance in retail due to these small changes.

Increased focus on performance in our donation acquisition business grew donations by 7.5% a 50% improvement to trend from 2017. We made significant improvements to our supply chain and brought in more management expertise to reduce the bottlenecks which we had experienced in 2017. We expect to grow donations at a faster rate in 2019 as we aggressively move to increase the number of donation sites available.

A sharper focus by our Mission Services Team increased our grant dollars and our mission impact. We served over 14,000 people in 2018 and more importantly created additional positive impact on our clients as we moved to provide increased skill training more in line with the current job market. In the future our Mission team will be focused on adding a higher level of vocational programming to keep up with the changing employment landscape.

In 2018 we had over 2.7 million donor shopper transactions at Goodwill. That is over 4 times the total households within our area. We are deeply grateful for the support of our community. Our shoppers and donors enable us to continue providing services to those with barriers to employment.

Michael E. Fox, Jr.

President & Chief Executive Officer



## 2018 GWSV Board of Directors & Senior Leadership Team

### 2018 Board of Directors

#### Officers

Inder Sidhu, Board Chairman  
 Michael E. Fox, Jr. President & Chief Executive Officer  
 Jessica Welker, Vice Board Chairman & Secretary  
 Phillip Boyce, Treasurer  
 James Cunneen, Immediate Past Chairman

#### Directors

Dale Achabal, Ph. D – Member  
 James Campagna - Member  
 Erik Hallgrimson – Member  
 Victor Gomez – Member  
 Lydia Ortega, Ph. D – Member  
 David Sanders – Member  
 Christopher Schumb – Member  
 Brian Shetler – Member

### 2018 Senior Leadership Team

Michael E. Fox, Jr. – President & Chief Executive Officer  
 Christopher Baker – Chief Financial Officer  
 Don Aguilar – Vice President of Human Resources  
 Trish Dorsey – Vice President of Mission Services  
 Josh Altieri – Director of Marketing  
 Stephen Borasi – Director of Retail & E-Commerce  
 Steven Carothers – Director of Operations  
 Travis Diaz – Director of Loss Prevention  
 Cynthia Harvey – Director of Contracts & Maintenance  
 John Seaman – Director of Workplace Safety & Facilities



## 2018 Donors

### \$200K-\$225K Club

Levin Non-Exempt Tax Deferral Trust

### \$25K-\$50K Club

Sandra L. Parady Trust      Shamala & Rangarajan Jayaraman

### \$5K-\$10K Club

Michael E. Fox, Jr.

### \$1K-\$3K Club

Mr. Dewey Halligan	James Cunneen	David Sanders
Rene Hung-Sung Ho	Christopher Schumb	Pamela Kerman
Douglas Sabo	Inder & Deepna Sidhu	Raja Petrakian
Andrew Steven Gold	Phillip Boyce	

### \$500 - \$999 Club

Bright Funds Foundation	Trish Dorsey
Christopher Baker	Stephen Borasi

### \$499 & Under Club

Mr. Ford	Tran Thao	Elizabeth Hewitt
Mariela Bailon	Seyed Behdad Esfahbod	Cathy Nguyen
Steven Carothers	MirHosseinZ	Stephanie Milani
Joshua Fulton Media	Javier Gonzalez	Kent Walker
Jan Vetrano	Ken Yi	Ted Pindred
AmazonSmile Foundation	Nicole Danna	Erin Hattersly
Jeff Y. K. & Jane Shen	Jerry Torres	Lacy Caruthers
Charitable Fund	Tristan Ostrowski	Megan Colla Wheeler
Jiawei Chen	Parwis Vatankhah	Lichen Han
Joshua Altieri	Ming Wung	Cynthia Harvey
Patricia A. Linder	Hoon-Jung Kim	Trang Nguyen
Richard or Sheryl Haller	Knut Schroeder	JoAnn Morris
Janet Mathis	Kim Le	David Lees
Luo Family	Jen Carter	
Bhupendra Shah	Jes Kane	



## Mission Services Programs with a ‘Sharpened Focus on the Future’

### Veterans Individualized Placement (VIP) Program

We work with veterans that are facing homelessness by facilitating employment readiness and job placement. Each veteran partners with a member of the Goodwill support team to develop and execute a job placement plan. These job seekers are provided with housing assistance, food, transportation, and other basic needs during and after the job search phase.

### Veterans Family Services (VFS) Program

Veterans and their families that are homeless or facing homelessness are invited to Goodwill for help. Our support team works with them to facilitate a plan to secure and sustain safe housing. We do this by providing financial assistance, location of appropriate housing, and case management.

### New Opportunity Work (NOW) Program - Phase I

While in custody awaiting trial or completing their sentence at the county jail, Goodwill staff facilitates employability workshops and Moral Reconciliation Therapy for those that have self-identified as wanting to start a new life upon release. These workshops prepare the individual to transition back into employment in a positive and productive fashion. Many of the workshop attendees join the NOW Program Phase II upon release.

### New Opportunity Work (NOW) Program - Phase II

Goodwill assists those that are starting over after having been involved in the criminal justice system. Upon enrollment into this program, these job seekers are placed into immediate paid employment as they work on their progression toward obtaining employment within our community. During this transition period, Goodwill support staff works with each person on an individualized basis to facilitate Moral Reconciliation Therapy, mentoring, and ultimately placement into a job that has promise.

### Employment Readiness Program

Goodwill uses its social enterprises to offer transitional employment opportunities for people that are struggling to obtain employment. While in the paid work program, these job seekers also participate in paid workshops that address cognitive behavior and employability skills training. The support team works individually with each job seeker to assist in the transition to mainstream employment within our community.

### After-School Programs

Goodwill manages after-school programs at four high schools in San Jose. We work with at-risk students to help them achieve their goal of earning a high school diploma. These programs also engage the students in activities that enrich their experiences such as learning a second language, fitness activities, music, robotics, and much more. Hot meals are available to these students as well. Goodwill is on campus at these schools every afternoon during the school week.

### GoodHealth

This program is designed to strengthen independent living skills for high school students that live with developmental disabilities. While this is the focus, we are also able to engage these students into activities that they may not otherwise experience such as attending a prom, a day at the bowling alley, being entertained by dancers, and more.

### Neurodiversity Pathways Program

Improves the quality of life of people with disabilities by supporting and developing their abilities through social acceptance, advocacy, and employment. Our training, recruiting, and support programs help people on the spectrum become more self-aware and apply their outstanding skills in the modern workplace.

### Transition Youth with Disabilities Programs

These programs address the primary barriers to successful employment for transitioning age youth with disabilities. As a key component to this program, we also connect with and provide support to the family to ensure all challenges are addressed. In addition, with our partnership through the Department of Rehabilitation (DOR) and the East Side Union High School District (ESUHSD), we are able to provide support to students that enables them to successfully transform from high school to post secondary education or directly into the world of work.



## Mission Services Programs Accomplishments

The Mission Services' purpose is to provide services that allow opportunities for people to improve their lives and that of their families. We do this by providing the experiences and tools needed to equip people to move forward toward prosperity.



### A Big Thank You to our partners that supported our programs:

- County of Santa Clara
- City of San Jose
- U.S. Veterans Administration
- U.S. Department of Labor
- California Department of Education
- Loaves and Fishes
- Martha's Kitchen
- Valley Transportation Authority
- Roberts Enterprise Development Fund
- Work2Future
- Turning Weakness Into Strengths (TWIS)



## Retail's District Manager, Michael Aguilar



My name is Michael Aguilar and I have been a Retail District Manager with Goodwill of Silicon Valley for 5 years. I am married with 2 children - one a college graduate with a degree in Psychology and the other, currently a junior at Fresno State. My children have already surpassed my educational plateau which is what I hoped and strived for.

I grew up in government housing, on welfare, and learned early that I had to work harder than others to change and improve my situation. Setting goals, staying focused, and putting in the work was the key to reaching those goals.

Raised in Fresno by a single mother with 2 younger siblings, I was called upon to do more than just growing up. The task of older brother and second parent would shape my work ethic. What helped me grow in all that I did was full commitment to my task and continuous learning.

I started playing sports at the age of 5 and continued well into my 20's. I competed at all levels of competition - beginner, intermediate, and senior levels with 2 years of college soccer. Learning to manage time, motivate, and show dedication to self-improvement played a major role in my development. The 2 years of college soccer were the most rewarding ones as it allowed me to reach a milestone of almost making the USA Olympic Soccer Team. These final years, further developed my skill set in teamwork and leadership.

At age 14, I began working summers to help with the costs of playing sports. I learned being on time, working your scheduled days, and doing your best each and every time were important traits.

My first real job was working for a grocery store while I attended college. I started at the entry level and knew that I wanted more. I drove myself to go above and beyond by learning other parts of the business to reveal my value. After 30 days, I was promoted to the next level and my growth within the company continued. I became a Supervisor, Assistant Manager, and finally, Store Manager.

During my career, I have had 3 professional changes with 3 different types of business which meant learning new skills, new people, and demanding a sharper focus. One lesson I learned after being fired from a job was if you continue with the status quo, by losing focus, and refusing to sharpen your skills, the outcome will negatively affect you.

When I was given this opportunity to work in my current role, it was definitely something new and came with challenges. For me, challenges are a learning tool that help me grow and become successful. The Mission of Goodwill, the people, and the community we serve have given me a different working purpose. In the last 5 years, I have been able to demonstrate my abilities and use the skills that I have learned throughout my experiences. I have been a part of a new system rollout team that provided an opportunity for me to demonstrate my leadership skills, and have been the Lead of retail store remodels in Milpitas, Almaden, and Gilroy. All of these opportunities have allowed me to exhibit my sharpened focus on deadlines, delegation, and team organization. As the most senior District Manager, I have had the privilege to mentor new members of our team by using my experience, motivational skills, and business knowledge. I have also been privileged to be mentored by our CEO and Director of Retail, so I know how important and vital my role is to Goodwill, as we continue to secure our place as the leader in donated goods and sharpen the focus of all of our employees to take it to the next level.



## Mission Services' Re-Entry Program Manager, Pablo Gaxiola



My name is Pablo Gaxiola and in August of 2014, I had an amazing opportunity to change my life. I took it! It began with a meeting at a Santa Clara County Faith Based Re-Entry Center. I came in to complete an intake with Bible Way Christian Center. I could not afford and needed help to complete parenting classes which was necessary in order to reunify with my children. At the time of my assessment, I did not know that an employment services referral was placed on my behalf with The Santa Clara County Re-Entry Resource Center. This referral prompted a phone call from Goodwill of Silicon Valley's NOW (New Opportunity Work) Program. I had acquired a long history of administrative experience while spending most of my teenage and adult life in the California Correctional System. When I arrived at the orientation, I was unsure how my background would apply in my new job at Goodwill. I believe that a unique blend of good timing and good fortune led me here. Goodwill utilized my skills to assist in a transition project for a new online case management system allowing me to highlight my abilities. It was in this role of NOW Program Subsidized Administrative Clerk that I got my start. From this opportunity, I had a chance to apply and become a NOW Staff Peer Mentor, which was where the transformation happened. Goodwill's belief in me, my 'lived experiences', and earned level of responsibilities, enabled me to realize that I had value and could be of service to so many which was the beginning of my journey.

In a short time, I created working relationships in the community that began with a simple idea: "The more resources I could connect with led to greater capacities in serving as a Peer Mentor". However, what I did not realize was that I would be changing and my peers would begin to change as well. No longer was I an individual with a criminal history, who could not find a job, or support his own family. I was an individual who had successfully navigated the system and left breadcrumbs large enough for others to follow. Along the way, I grew exponentially as a person, professionally and civically, becoming a strong pillar in my own family, a leader in my workplace, and an advocate in my community.

In the last 5 years, since my release and subsequent employment at Goodwill, I have positioned myself to help individuals who are where I was. Many of them stand at the doorstep of our criminal justice system with only a hope of breaking a long cycle of incarceration and systematic failures. My goal is that they will begin to realistically envision their future where they too can have the type of success that I have been fortunate enough to experience. The next step of our Re-Entry System is to engage with the community to build upon the successes and grow viable pathways for our participants who choose to embrace the change. The idea that there could be a system designed to provide the tools and resources to get out and stay out of incarceration rather than incarcerating people for the long run is so new that it seems surreal. We must not abandon our efforts; we cannot ignore the voices of those who have the most to say! We CAN make a difference in the life of one individual at a time. The hope is that we can help support change in the life of just one individual and that this individual can.... "Grow into a person who can lead the way to change a thousand".

Currently, I am the Re-Entry Programs Manager, at Goodwill of Silicon Re-Entry Network; a Voting Member of the Office of Law Enforcement and Correction Monitoring Committee; and past member on the Santa Clara County Blue Ribbon Commission.



## Vice President of Human Resources, Don Aguilar with Career Development Programs (CDP)



I am Don Aguilar and I serve as the Vice President of Human Resources for Goodwill of Silicon Valley. I consider this the greatest job I have ever held! My journey started in graduate school, as I contemplated my career goals. My first career was practicing as a Marriage and Family Therapist in both private practice and in an agency setting. I specialized in troubled teens, young adults, and their families. I had always thought I would have at least two careers, even back in school, because I felt that there was more than one way

to make an impact in the world. Although I gave myself 15 years in the therapeutic setting, I ended up lasting 12. It was a good run and then it was time to see about the next adventure.

During my time in my first nonprofit, our Director of HR had resigned and I was asked to cover those responsibilities. Very quickly, I knew that human resources was the direction I wanted to go; many of my skill sets transferred and it was solid, impactful work. Following an HR certification and a short stint as an HR leader for a credit union, I landed an HR and organization development-consulting job with a business services firm. I traveled nationally and learned all that I could during what I considered one of my highest growth times professionally. Following that, I opened my own business, Ellipsis Consulting, and continued my HR impact across multiple industries and businesses.

After 5 years, I realized I missed being a part of a team and decided to go in-house, landing a Director of HR job at a regional accounting firm. My first vice president level role was working for one of the largest philanthropic institutions in the US, which proved to be a valuable experience. Nevertheless, looking back on the early days of my career, I knew I wanted to be "on the ground" directly helping those in need. Goodwill of Silicon Valley was the perfect fit in this regard, so I jumped at the chance to become their next Vice President of Human Resources.

In finding a home at Goodwill SV, it was time to innovate. Realizing through data feeds and other information that supported employment was key in the retention of our target demographic, I was intrigued with the idea of reorganizing our existing Employment Readiness Program and folding it under HR for better integration during the hiring and onboarding processes. From this, the Career Development Program was born. Tightly focusing on how supported employment helps to retain (and even develop) our program participants has made a significant impact on individual experiences and GWSV alike. I am proud and honored to be a part of such a committed, forward thinking organization as Goodwill of Silicon Valley.



## Mission Services' Director of Career Development Programs (CDP), Sonya Nabkel



My name is Sonya Nabkel, Director of Career Development Programs. My journey with Goodwill of Silicon Valley started in October of 2007. Prior to joining Goodwill, I thought, like many others, that Goodwill was just a chain of thrift retail stores. At the time of my research on Goodwill and during my initial phone interview, I learned this organization was more than just a chain of thrift stores. It offered so much more!

Goodwill was a foundation, a stepping-stone, the only hope for many, and a place where people's lives were changing daily. Most of my working life was in the private sector holding various responsibilities including but not limited to Retail Management, Buyer, Trainer/Facilitator, Admissions, and Academic Counseling. What attracted me to Goodwill of Silicon Valley was its mission. At Goodwill, I have the privilege to change people's lives every day. The Mission of Goodwill was the reason why I joined this organization. It also is the reason why I continue to thrive.

The year 2018 was one of the toughest and yet rewarding for Goodwill of Silicon Valley as employee turnover continued to remain at high levels. We orchestrated a remarkable turnaround of employee attrition by sharpening our focus. We zoomed in on facts from previous years and compared the extensive data between supported and non-supported employment. We learned that the higher percentage of employees supported through programs, stayed longer, had better retention, successfully completed the program; and they were far more dedicated to their own growth, development, and had more preparation for jobs internal and/or external to Goodwill. Many worked their way up the ladder and are part of the management team and other professional roles within Goodwill of Silicon Valley today.

As a result of this study, we expanded the Career Development Program (CDP) across all retail stores and operation sites. The vast majority of entry-level positions are now CDP positions that provide one-on-one support, tools and skills needed to gain and retain employment, job search assistance, and health benefits to full time CDP participants after 90 days. This move enables Goodwill of Silicon Valley to change more lives every day and make a difference on a larger scale in our local communities.

It has been an honor to be a part of such an amazing organization and lead this vision into reality.



## Mission Services' GoodHealth Program Coordinator, Serafina Morada-Angulo



When I think of “sharpened focus”, there are a few words that come to mind - discipline, motivation, and perseverance. Each of these words followed by actions is necessary in completing a goal. Sometimes we may start out wanting different things, but as we get older, we have more experiences, and/or overcome more challenges, and then our wants become more specific. Each new school year, I find the interns that I work with display similar traits. It is common that interns have little to no experience and say things like “I want to help people” or “I want to be in the medical field” or “I have no idea what I want to do.” While each one of those statements have validity, it indicates that we are not born ready, we develop, learn over time, and our growing never stops.

In high school, I learned that my discipline and commitment to work and school were weak, but this did not define me. Although academics came easy, this meant that I would constantly procrastinate and do things last minute, and I was more interested in extracurricular activities than my studies. I was not challenged to learn and practice discipline, motivation, and perseverance until I attended college. I continued to use my past habits and study techniques that did not go as well as I had anticipated, so I learned to change. After discovering my interests in health education and working in underserved communities, I began to understand myself, what I wanted to do in my life, and my career goals started to surface. During my final semester at SJSU, one of my classes hosted a speaker from Goodwill of Silicon Valley, who spoke about an internship opportunity in the GoodHealth Program at Goodwill. This opportunity included becoming a health educator and working with high school students with autism and moderate to severe special needs. After getting the position, I facilitated four high school classes once a week for a full school year. I familiarized myself with the life skills curriculum that included general manners, personal hygiene, relationships, sex education, safety, and nutrition. I utilized effective teaching strategies for student participation and engagement. Most importantly, I built relationships with my students in order for them to have a positive and comfortable learning environment. In December 2012, I completed my Bachelors' of Science in Health Science with a minor in Biological Sciences from San Jose State University. Since graduating, I immersed myself in programs that focus on community enrichment, health education, and empowerment of youth. I continued to be attracted to organizations that directly worked with communities in San Jose. From middle school to high school, and as young as 1st and 2nd graders, from special needs to at-risk youth to privileged children of tech families; my experience working with this spectrum of populations has allowed me to gain competence in identifying others' needs and in being a mentor, teacher, and educator. Through the years, I have come to believe in the power of education and that others, no matter their background, have the potential to find success with proper guidance.

Because of my experience and professional relationships, in 2014, I returned to the GoodHealth Program at Goodwill with specific goals in mind. I have dedicated my time to structuring the program's foundation for our interns, our priority population, and our network of partners, which includes school districts and other potential organization partnerships. I have expanded our program into two additional districts and I have hired 3 times the number of interns compared to my intern year in 2012. My goal was and is to strengthen the foundation, to enhance both our population's experience of learning, but also our interns experience in working in this community. Our interns can flourish in the classroom and strengthen their connection with students when they are educated and trained to be confident people.

There are three things that I have learned from all of these experiences: 1) Keep yourself growing to be a better person both in and out of your job, 2) Understanding of purpose and why you do whatever you have chosen to do, and 3) Finally, Go Do IT!



## Mission Services' Neurodiversity Pathways Program Specialist, Ranga Jayaraman



It was a beautiful spring day in Newtown Square, Pennsylvania, March 2016. I was attending SAP's first ever Autism at Work Summit. In November 2015, my son had joined SAP in as an intern under the Autism at Work Program and as a parent, I was in a state of deep gratitude to SAP. A pioneer in the Autism at Work movement, SAP had assembled representatives from other companies, academia, government, and social service organizations to share their journey of embracing neurodiversity in the workplace and to encourage others to undertake their own journeys.

One of the speakers was an employee hired under their Autism at Work program. A self-taught IT professional, he had over time become homeless and depressed, due to a series of unfortunate losses in his personal support network. He learnt of SAP's Autism at Work Program and attended the 5-week training session that Expandability conducted on behalf of SAP. It took many more months after the training for him to be placed in a role in SAP and throughout that period, Jose Velasco, the head of the program kept in touch with him and encouraged him to keep his hopes up and job search efforts going. The speaker ended his presentation with the statement, “I don't know if there is a God or not. If there is, I think He must be like my friend Jose!” Most if not all of the attendees were in tears. Something deep inside me stirred, and I knew I needed to get involved in the mission of neurodiversity inclusion in the workplace.

After returning to Stanford, I started championing and building a coalition for Stanford to undertake the journey of embracing neurodiversity in their staff ranks. Part of the effort was to connect with a partner to support the journey, as I was in discussion with Trish Dorsey at Goodwill of Silicon Valley. By then, SAP had moved on to do their own training while Expandability had been absorbed within GWSV, and the Autism at Work Program had been renamed and relaunched as Autism Advantage Program to serve more customers. Towards the end of 2017, due to an unfortunate and unauthorized access to sensitive information, I was asked to leave Stanford. I faced a crucial decision with respect to what next. I had enjoyed a great career spanning 35 years in senior executive roles at IBM, Hitachi, Nvidia, and Stanford. Should I continue the same track or heed the call of my heart to follow the mission of neurodiversity inclusion in the workplace? As I was mulling over this decision, I received a call from Trish asking if I would consider becoming the next Technical Instructor for the Autism Advantage Program, since the previous instructor was moving on. I believe the universe arranges things in one's life such that our deepest intentions can come to fruition. Trish's call confirmed for me where I needed to go.

Looking back over the last year, I feel that I am truly fortunate to be immersed in the mission to educate and support neurodiverse individuals, launch their career and organizations to integrate them into the workplace. My role now encompasses almost all aspects of our operation, working with a great team of dedicated professionals, passionate, and laser focused on our mission. We have a new name, Neurodiversity Pathways, with a beautiful logo designed by one of our students. We have redefined and refined our offerings to individuals and expanded services to organizations. We have a new website that has increased our social media presence and following. Most importantly, we are making a significant impact in supporting neurodiverse individuals find meaningful, rewarding, and sustained employment. We have much work ahead and a clear focus on the future state that we wish to achieve in the workplace for neurodiversity inclusion.



## Goodwill of Silicon Valley 2018 Financials

ASSETS	2018	2017
Current assets:		
Cash and cash equivalents	\$ 2,512,091	\$ 1,798,520
Investments, at market value	6,628,987	6,476,724
Accounts receivable, net	478,430	737,566
Grants receivable	977,633	622,253
Advances receivable - related party	190,000	50,000
Inventories, net	1,623,218	1,712,560
Prepaid expenses	471,091	581,008
<b>Total current assets</b>	<b>12,881,450</b>	<b>11,978,631</b>
Land, buildings and equipment, net	19,507,419	20,911,244
Other assets:		
Restricted cash	304,842	303,625
Deposits	84,380	113,930
Total other assets	389,222	417,555
<b>Total assets</b>	<b>\$ 32,778,091</b>	<b>\$ 33,307,430</b>
<b>LIABILITIES AND NET ASSETS</b>		
Current liabilities:		
Accounts payable	\$ 728,010	\$ 1,183,702
Accrued payroll and benefits	1,606,250	1,450,979
Other accrued liabilities	771,645	824,723
Total current liabilities	3,105,905	3,459,404
Long-term liabilities:		
Accrued pension costs, net	1,250,055	1,320,023
Deferred rent	141,074	130,082
Total long-term liabilities	1,391,129	1,450,105
<b>Total liabilities</b>	<b>4,497,034</b>	<b>4,909,509</b>
Net assets without donor restrictions	28,281,057	28,397,921
<b>Total liabilities and net assets</b>	<b>32,778,091</b>	<b>33,307,430</b>



## Store & ADS Locations

### Retail Store Locations

Almaden - 3060 Almaden Expressway, San Jose, CA 95118	Palo Alto - 4085 El Camino Way, Palo Alto, CA 94306
Alum Rock - 3020 Alum Rock Avenue, San Jose, CA 95127	San Carlos - 1691 West San Carlos Street, San Jose, CA 95128
Campbell - 60 South San Tomas Aquino Road, Campbell, CA 95008	The Loft - 1691 West San Carlos Street, San Jose, CA 95128
Cupertino - 1125 De Anza Boulevard, San Jose, CA 95129	Santa Clara - 2800 El Camino Real, Santa Clara, CA 95051
Gilroy - 845 First Street, Gilroy, CA 95020	Santa Teresa - 7098 Santa Teresa Boulevard, San Jose, CA 95139
Hollister - 1703 Airline Highway, Hollister, CA 95023	Silver Creek - 1640 East Capitol Expressway, San Jose, CA 95121
Milpitas - 311 West Calaveras Boulevard, Milpitas, CA 95035	Snell - 461 Blossom Hill Road, San Jose, CA 95123
Morgan Hill - 17630 Monterey Road, Morgan Hill, CA 95037	Sunnyvale - 151 East Washington Avenue, Sunnyvale, CA 94086
Mountain View - 855 East El Camino Real, Mountain View, CA 94040	Willow Glen - 1579 Meridian Avenue, San Jose, CA 95125

### Attended Donation Sites

Budd - 2341 South Winchester Boulevard, Campbell, CA 95008	Meridian - 4638 Meridian Avenue, San Jose, CA 95124
Calaveras - 25 North Milpitas Boulevard, Milpitas, CA 95035	Moorpark - 5152 Moorpark Avenue, San Jose, CA 95129
Cambrian - 14900 Camden Avenue, San Jose, CA 95124	Narvaez - Capitol Expressway & Narvaez@ Bus Station Park N Ride, San Jose, CA 95136
Cottle - Cottle Light Rail Station@ Cottle & Highway 85, San Jose, CA 95119	Our Lady of Peace - 2800 Mission College Boulevard, Santa Clara, CA 95054
Crown - 6477 Almaden Expressway, San Jose, CA 95120	Palo Alto High School - 50 Embarcadero Road, Palo Alto, CA 94301
El Camino Express - 715 Sunnyvale - Saratoga Road, Sunnyvale, CA 94087	Park N Ride - Santa Teresa Light Rail Station, San Jose, CA 95119
Indian - Blossom Hill Light Rail Station & Highway 85, San Jose, CA 95123	Princeton - 3510 Homestead Road, Santa Clara, CA 95051
Lakewood - 1119 North Lawrence Expressway, Santa Clara, CA 95051	Safeway - 840 East Dunne Avenue, Morgan Hill, CA 95037
Lark - 14800 Winchester Boulevard, Los Gatos, CA 95030	Valley Fair - 3071 Stevens Creek Boulevard, Santa Clara, CA 95050
Los Altos - 2175 Grant Road, Los Altos, CA 94022	West Valley - 5245 Prospect Road, San Jose, CA 95129