



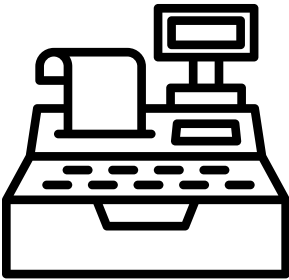
GOODWILL

of Silicon Valley

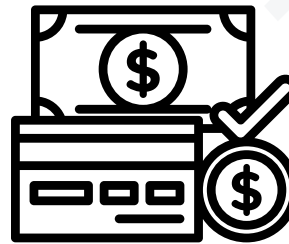




RETAIL



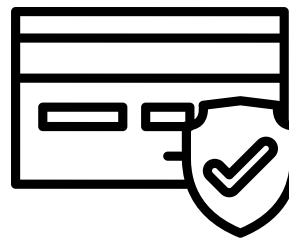
Achieved Yearly Sales of **\$36.41M** - **55% more** compared to last year result of **\$23,423M**



Net profit of **\$10.5M** - **1075%** more compared to **\$616K** last year



Achieved **Highest Average Transaction** in history of **\$24.16**.



9% increase over Average Transaction in **2020 (\$22.15)** and **27%** increase over **2019 (\$18.92)**

We brought back a third DM in order to maintain store merchandising standards, training efficiency, and audit processes.

Retrained all employees on merchandising standards

Willow Glen had the **largest year** in GWSV history at **\$3,081,315**
No store had ever hit the 3M mark

E-COMMERCE



RECORD YEAR
Achieved Revenue of **\$5,38M** - **42% Growth** from 2020 **11% over Plan**, and first time **over \$5M**



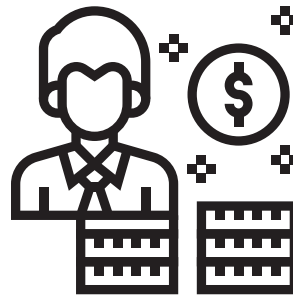
Implemented (purchased) a new box-making machine from Packsize which reduced labor and supply cost



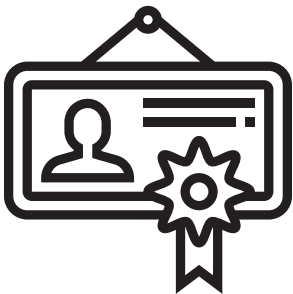
MISSION SERVICES



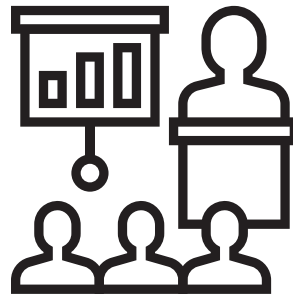
104 people received paid job training in our **Career Development Program**



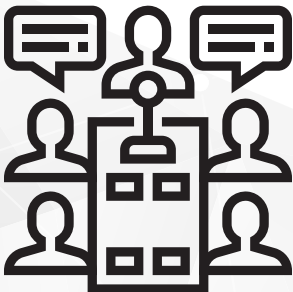
236 people received employment and employability skills in our **New Opportunity Work Program** after being released from incarceration



100 Homeless veterans served through **Veterans Programs** received housing and/or employment services



12503 Youth were provided **After School programs** in High Risk areas



New WorkConnect center in Gilroy, CA got Launched in April 2022



159 people given mental health services in our **Wellness Center**



454 incarcerated individuals received classes in **county jails**



223 people placed in **non-transitional permanent** employment



GOODWILL OF SILICON VALLEY
(A California Nonprofit Public Benefit Corporation)

CONSOLIDATED STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

	2021	2020
Public support and revenue:		
Retail programs	\$ 36,417,635	\$ 23,434,805
Grants	8,199,227	8,163,602
Contributions	326,995	10,362,677
Donated goods	14,522,538	2,889,619
Operations programs	5,002,945	3,060,154
E-commerce	5,398,067	3,786,786
Contract and business service programs	1,372,169	1,162,819
Investment income, net	1,385,217	157,625
Rent income	291,117	224,726
Miscellaneous income	72,769	196,823
Loss on disposal of property and equipment	(3,981)	(12,850)
Total public support and revenue	72,984,698	53,426,786
Expenses:		
Program services:		
Retail programs	33,279,499	30,228,823
Cost assigned to donated goods sold	14,283,365	2,676,284
Workforce development and school programs	8,675,219	8,312,591
Contract and business service programs	1,001,052	942,528
Total program services	57,239,135	42,160,226
Supporting services:		
Management and general	3,545,418	2,872,512
Fundraising	79,825	65,123
Total supporting services	3,625,243	2,937,635
Total expenses	60,864,378	45,097,861
Change in net assets before pension plan investment gain	12,120,320	8,328,925
Pension-related changes other than net periodic benefit costs	185,348	(143,346)
Change in net assets	12,305,668	8,185,579
Net assets, beginning of year	36,552,176	28,366,597
Net assets, end of year	\$ 48,857,844	\$ 36,552,176



Board Officers

Jessica Welker, Board Chair

Jim Campagna - Vice Board Chair, Finance/Real Estate Committee Co-Chair

Jim Cunneen - Secretary, Audit Committee Chair; Government Affairs Co-Chair

Phillip Boyce - Treasurer; Finance/Real Estate Committee Co - Chair

Inder Sidhu - Past Board Chair; Nomination Committee Chair

Board Directors

Dale Achabal

Tracey Infantino

Victor Gomez- Government Affairs Co-Chair

Erik Hallgrimson

Jason Rodriguez

David Sanders - Compensation Committee Chair

Brian Shetler

Ru Weerakoon - Mission Services Chair

2021 Senior Leadership Team

Michael E. Fox, Jr. - President & Chief Executive Officer

Christopher Baker - Chief Financial Officer

Don Aguilar - Vice President of Human Resources

Stephen Borasi - Vice President of Retail & E-Commerce

Trish Dorsey - Vice President of Mission Services

Travis Diaz - Director of Loss Prevention

Nandor Fejer - Director of Information Technology

Micahel Mancini - Senior Director of Strategy, Innovation, & Impact

John Seaman - Director of Workplace Safety & Facilities

Christopher Schumb - General Counsel

Gustavo Viana - Director of Operations



2021 Donors

\$1,000 - \$10,000 Club

Safeway - Albertson Companies
Eric Grosse & Brenda Baker Donor Fund
Paul and Antje Newhagen
Carol Tam
Stephen Borasi
James Talevich
Dennis Fox
Victor Marmol

\$500 - \$999 Club

Pahalchandra Venkatesh
Daryl Coleman
Chandramouli Nagarajan
Jason Lara
Patrick Gartland

\$499 & Under Club

Gratitude-LUO-Family
Dinesh Gunda
Hosakote Nagesh
Richard or Sheryl Haller
Irem Kahyaoglu
Rachel Krueger
Jeff Lewis
Fianna Toolan
Jennifer Mullins
Linda McMullen
Elisabeth Beumer
Julia Costacurta
Jooyoung Lee
Sajid Khan
Apollinaris Schoell
Victor Magallon
Thomas Merrill
Kevin Jin

\$499 & Under Club (Continued)

Kevin Jin
Heidi Gou
Robert & Jane Petty
Qing Yu
Majid Farmanfarmaian
Stacey McGrady
Nandor Fejer
Eryu Xia
Lakshman Rao Yeluri
Claire Bokor
John Henderson
Bill Sueoka
Marguerite Pelose
Peter Soriano
Anand Singh
Joi Kho Chewi
Melanie Tani
Ethan Touch
Carol Booth
Sajeev Varakil Joseph
Molly Vann
Majid Farmanfarmaian
Patrick Yeung
Rahul Warokar
Agnes Wang
Judy Huang
Siu Han To
Erin Delaroix
Debbie Lefkowitz Consulting
Venkata Tadepalli
Rangarajan Jayaraman
Teresa Devitt