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
## CONSOLIDATED STATEMENTS OF ACTIVITIES

FOR THE YEARS ENDED DECEMBER 31, 2021 AND 2020

<table>
<thead>
<tr>
<th>Public support and revenue:</th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail programs</td>
<td>$36,417,635</td>
<td>$23,434,805</td>
</tr>
<tr>
<td>Grants</td>
<td>8,199,227</td>
<td>8,163,602</td>
</tr>
<tr>
<td>Contributions</td>
<td>326,995</td>
<td>10,362,677</td>
</tr>
<tr>
<td>Donated goods</td>
<td>14,522,538</td>
<td>2,889,619</td>
</tr>
<tr>
<td>Operations programs</td>
<td>5,002,945</td>
<td>3,060,154</td>
</tr>
<tr>
<td>E-commerce</td>
<td>5,398,067</td>
<td>3,786,786</td>
</tr>
<tr>
<td>Contract and business service programs</td>
<td>1,372,169</td>
<td>1,162,819</td>
</tr>
<tr>
<td>Investment income, net</td>
<td>1,385,217</td>
<td>157,625</td>
</tr>
<tr>
<td>Rent income</td>
<td>291,117</td>
<td>224,726</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>72,769</td>
<td>196,823</td>
</tr>
<tr>
<td>Loss on disposal of property and equipment</td>
<td>(3,981)</td>
<td>(12,850)</td>
</tr>
<tr>
<td><strong>Total public support and revenue</strong></td>
<td><strong>72,984,698</strong></td>
<td><strong>53,426,786</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail programs</td>
<td>33,279,499</td>
<td>30,228,823</td>
</tr>
<tr>
<td>Cost assigned to donated goods sold</td>
<td>14,283,365</td>
<td>2,676,284</td>
</tr>
<tr>
<td>Workforce development and school programs</td>
<td>8,675,219</td>
<td>6,312,591</td>
</tr>
<tr>
<td>Contract and business service programs</td>
<td>1,001,052</td>
<td>942,528</td>
</tr>
<tr>
<td><strong>Total program services</strong></td>
<td>57,239,135</td>
<td>42,160,226</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Supporting services:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Management and general</td>
<td>3,545,418</td>
<td>2,872,512</td>
</tr>
<tr>
<td>Fundraising</td>
<td>79,825</td>
<td>65,123</td>
</tr>
<tr>
<td><strong>Total supporting services</strong></td>
<td><strong>3,625,243</strong></td>
<td><strong>2,937,635</strong></td>
</tr>
</tbody>
</table>

| **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 Enfantino
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