



# GOODWILL

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## of Silicon Valley



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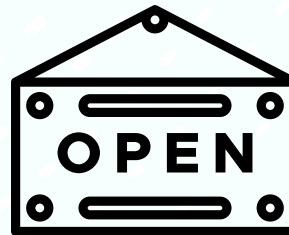
ANNUALREPORT2020



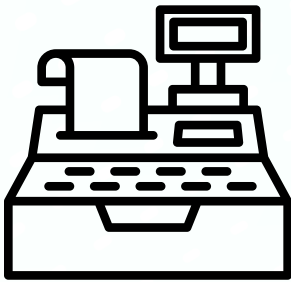
## RETAIL



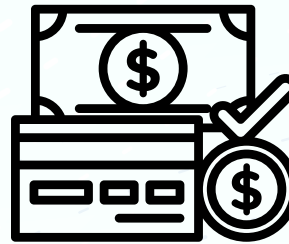
All Stores Closed due to National Pandemic on **March 17th**.



Reopened **5** Stores by end of May, **12** More opened by June 15th.



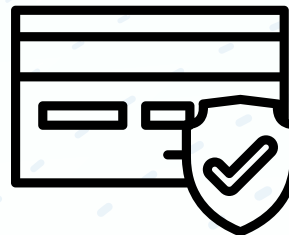
Achieved **Yearly Sales** of **\$23,423M**



Net profit of **\$616K**



Achieved **Highest** Average Transaction in history of **\$22.15**.



**17% increase** over Average Transaction in **2019 (\$18.92)**

Developed new protocols and policies to protect and keep our Customers and Employees safe during Pandemic.

Maintained Store Merchandising Standards despite a 30% reduction in staff through training, audit processes, scheduling.



## E-COMMERCE



Achieved Revenue of  
**\$3,790M**



Bottom line Profit of  
**\$945K** through im-  
proved efficiencies with  
**35% less** staffing.

## HUMAN RESOURCES

Following a significant COVID-19 related layoff in April, 2020, we were able to rehire more than 70% of laid off employees by year end.







# MISSION SERVICES



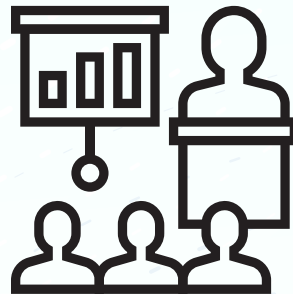
**89 people** received on the job training in our **Career Development Program**



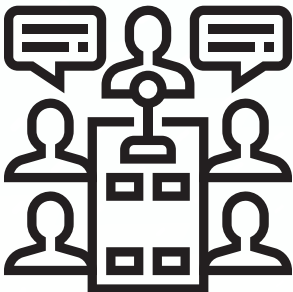
**225 people** received employment and employability skills in our **New Opportunity Work Program** after being released from incarceration



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



**11997 Youth** were provided **After School programs** in High Risk areas



**106 Individuals** given employability training at our **WorkConnect** center in Gilroy, CA



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



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



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



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

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2020 AND 2019

	2020	2019
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 12,773,629	\$ 2,876,316
Investments, at market value	5,718,272	8,356,952
Accounts receivable, net	1,113,127	460,157
Accounts receivable - related party	-	58,117
Grants receivable	1,481,242	1,066,553
Advances receivable - related party	-	190,000
Inventories, net	1,448,671	1,531,804
Prepaid expenses	598,864	675,891
Total current assets	<u>23,133,805</u>	<u>15,215,790</u>
Land, buildings and equipment, net	18,143,975	19,108,383
Other assets:		
Restricted cash	184,293	158,778
Deposits	162,883	165,630
Total other assets	<u>347,176</u>	<u>324,408</u>
Total assets	<u>\$ 41,624,956</u>	<u>\$ 34,648,581</u>
<b>LIABILITIES AND NET ASSETS</b>		
Current liabilities:		
Accounts payable	\$ 697,727	\$ 815,037
Accrued payroll and benefits	1,425,822	1,844,393
Grant payable	200,000	-
Other accrued liabilities	598,476	575,803
Deferred revenues	131,458	146,828
Deferred grant revenues	408,436	1,404,844
Total current liabilities	<u>3,461,919</u>	<u>4,786,905</u>
Long-term liabilities:		
Accrued pension costs, net	1,506,668	1,417,521
Deferred rent	104,193	77,558
Total long-term liabilities	<u>1,610,861</u>	<u>1,495,079</u>
Total liabilities	5,072,780	6,281,984
Net assets without donor restrictions	<u>36,552,176</u>	<u>28,366,597</u>
Total liabilities and net assets	<u>\$ 41,624,956</u>	<u>\$ 34,648,581</u>

See accompanying notes and independent auditors' report



## **Board Officers**

Jessica Welker, Board Chair

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

Chris Schumb, Secretary, Mission Services Committee Chair

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

Inder Sidhu - Past Board Chair, Nominations Committee Chair

## **Board Directors**

Dale Achabal, Ph.D

Jim Cunneen - Audit Committee Chair

Victor Gomez

Erik Hallgrimson

Lydia Ortega, Ph.D

David Sanders - Compensation Committee Chair

Brian Shetler

## **2020 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

Josh Altieri - Director of Marketing

Travis Diaz - Director of Loss Prevention

Nandor Fejer - Information Technology Manager

John Seaman - Director of Workplace Safety & Facilities

Gustavo Viana - Director of Operations



## 2020 Donors

### **\$1M - \$10M Club**

Mackenzie Scott

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

Mahini & Balu Balakrishnan

Robert Jahncke

Bruce Femmel

Michael E. Fox, Jr.

Big Joe Handling Systems

Dick's Lakewood Corporation

Don & Susan Waters

Dennis Fox

Stephen Borasi

### **\$500 - \$999 Club**

Catherine Young

Jim Cunneen

Victor Marmol

Solange Glaize

Mark Paskin

Janine Zacharia

Patrick Gartland

James Nestor

Conrad Mukai

H. Chong

### **\$499 & Under Club**

Gratitude - Luo Family

Athena Kim

Prashant Jayaraman

John Polder

Karin Weber

Mitchelene Rodgers

Daryl Coleman

Rangarajan Jayaraman

Caitlin Cunneen

Nicholas Cunneen

POS Discounts

Sayumi Shibamoto

Bhama Ashok

Ann Fleischer

Calvin Lantrip

Nathan Balderrama

Zheng Jin

Nicholas Faenza

Barry Eberly

Ming Xu

Jeremy Immel

jeff lewis

Judy Huang

Anand D'Souza

Janet Lynch

Ara Bicakci

Haruko Ueda-Carroz

Deborah Lefkowitz

Vandewilly Silva

Rajeev Nagabhirava

Andrew Slater

Elisabeth Yan

Dorsey Design

Paul Boerner

Charles Geiger

Nancy Wu

Steve Hunt

Richard & Sheryl Haller

Bright Funds

Vista Wealth Management Group, LLC

Ila & Bhupendra Shah

S.C. Remmers

Jack Baker

Phil & Claudia Getchell

John David Frenzel