



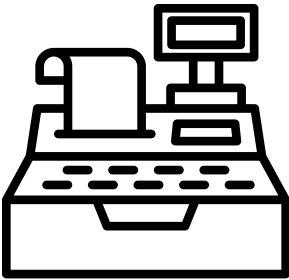
GOODWILL

of Silicon Valley

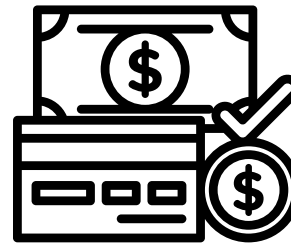




RETAIL



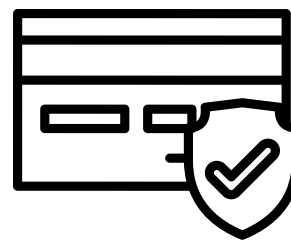
Achieved Yearly Sales of **\$41.74M - 3.8% more** compared to last year result of **\$40.20M**



Net income of **\$10.7M**



Achieved **Highest Average Transaction** in history of **\$24.85.** compared to \$24.62 last year



1% increase over Average Transaction in **2022 (\$24.85)** and **31% increase** over **2019 (\$18.92)**

E-COMMERCE



GREAT YEAR
Achieved Revenue of **\$4.8M**

Steady Growth of LinkedIn Account of **20% - 42%** are local to the Bay Area

Most viewed Instagram Reel: **3900 views** in collaboration with an influencer on a Halloween Costume. **2036 views** for a self produced reel - Life of an item

SOCIAL

WEBSITE KPIs

243k users in the 2023 calendar year
3.5M Impressions on Google
80K Clicks from Search Engine Activity
2.28% Average CTR

Highest performing day was **Memorial Day** with 45k Impressions and 1200+ clicks

14k donations receipts processed online



MISSION SERVICES



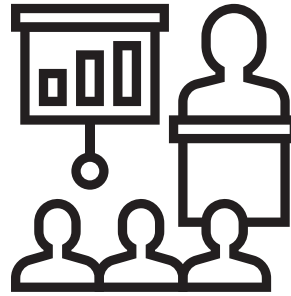
467 people received paid job training in our **Career Development Program**



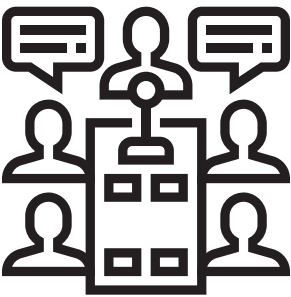
517 people received employment and employability skills in our **New Opportunity Work Program** after being released from incarceration



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



1315 Youth were provided After School programs in High Risk areas



STRIVE - 171 un-housed individuals were placed into transitional jobs and emergency interim housing



Career Technical Education - 176 people attended one of six Vocational training courses



591 incarcerated individuals received classes in county jails



499 people placed in non-transitional permanent employment

3972 people assisted in our local community in 2023



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

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2023 AND 2022

	<u>2023</u>	<u>2022</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 18,635,229	\$ 19,485,262
Investments, at fair value	35,907,133	25,516,022
Accounts receivable, net	533,631	960,969
Grants receivable	1,655,986	1,780,732
Inventories, net	1,647,405	1,490,920
Prepaid expenses	794,086	809,688
Total current assets	<u>59,173,470</u>	<u>50,043,593</u>
Property and equipment, net	16,197,207	16,356,188
Other assets:		
Restricted cash	45,950	79,867
Deposits	149,351	148,531
Right of use assets operating leases, net	5,863,390	8,354,002
Total other assets	<u>6,058,691</u>	<u>8,582,400</u>
	<u>\$ 81,429,368</u>	<u>\$ 74,982,181</u>
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable	\$ 728,386	\$ 796,866
Accrued payroll and benefits	1,729,854	1,466,874
Other accrued liabilities	784,536	1,201,520
Contract liabilities	435,379	156,834
Deferred grant revenues	15,697	798,762
Current portion of operating lease obligations	2,546,875	2,816,015
Total current liabilities	<u>6,240,727</u>	<u>7,236,871</u>
Non-current liabilities:		
Paycheck protection plan note payable	-	5,159,417
Accrued pension costs, net	25,902	1,071,327
Operating lease obligations, less current portion	3,415,364	5,645,768
Total non-current liabilities	<u>3,441,266</u>	<u>11,876,512</u>
Total liabilities	9,681,993	19,113,383
Net assets without donor restrictions	<u>71,747,375</u>	<u>55,868,798</u>
	<u>\$ 81,429,368</u>	<u>\$ 74,982,181</u>



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

CONSOLIDATED STATEMENTS OF ACTIVITIES

FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022

	<u>2023</u>	<u>2022</u>
Public support and revenue:		
Retail programs	\$ 41,775,839	\$ 40,208,587
Grants	6,922,264	7,612,467
Contributions	459,461	304,094
Donated goods	13,062,875	14,223,797
Operations programs	4,301,282	4,693,486
E-commerce	4,958,794	5,481,340
Contract and business service programs	1,527,312	1,447,252
Investment income (loss), net	5,261,078	(2,477,472)
Rent income	231,831	304,788
Forgiveness of PPP notes payable	5,159,417	-
Miscellaneous income	150,229	107,479
Settlement income	-	1,500,000
Loss on disposal of property and equipment	(16,905)	-
Total public support and revenue	<u>83,793,477</u>	<u>73,405,818</u>
Expenses:		
Program services:		
Retail programs	39,212,142	37,243,189
Cost assigned to donated goods sold	13,080,374	14,330,223
Workforce development and school programs	9,273,505	9,461,292
Contract and business service programs	1,177,267	1,116,517
Total program services	<u>62,743,288</u>	<u>62,151,221</u>
Supporting services:		
Management and general	5,035,585	4,510,626
Fundraising	136,027	110,272
Total supporting services	<u>5,171,612</u>	<u>4,620,898</u>
Total expenses	<u>67,914,900</u>	<u>66,772,119</u>
Change in net assets before pension plan investment gain	15,878,577	6,633,699
Pension-related changes other than net periodic benefit costs	-	377,255
Change in net assets	15,878,577	7,010,954
Net assets, beginning of year	55,868,798	48,857,844
Net assets, end of year	<u>\$ 71,747,375</u>	<u>\$ 55,868,798</u>



GOODWILL

of Silicon Valley

Senior Leadership Team

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

Christopher Baker - Chief Financial Officer

Jessica Castello - Vice President of Retail & E-Commerce

Julie Coy - Executive Assistant to the Senior Leadership Team

Trish Dorsey - Vice President of Mission Services

Travis Diaz - Senior Director of Operations

Nandor Fejer - Director of Information Technology

Michael Mancini - Senior Director of Strategy, Innovation & Impact

John Seaman - Senior Director of Facility, Workplace Safety & Loss Prevention

Christopher Schumb - General Counsel

Simone Robinson - Vice President of Human Resources (Jan-Sept)

Michael Spears - Vice President of Human Resources (Oct-Dec)

Board Officers

Jim Campagna - Board Chair & Secretary

Erik Hallgrimson - Vice Board Chair

Phillip Boyce - Treasurer

Jessica Welker - Past Board Chair

Board Directors

Jim Cunneen

Tracey Infantino

Nicole Goehring

Victor Gomez

Jason Rodriguez

Dave Sanders

Inder Sidhu

Ru Weerakoon



2023 Donors

Over \$10,000 Club

Ray Neil Lubow

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

James Talevich

Suresh Chandrasekaran

Jim Lyons

Don C. & Susan W. Watters

Ernst & Gertrude Ticho Foundation

Kevin Rizzi

Santa Clara County EAC

Ralph L. Check

Richard Garcia

Rebecca Ritger

Roshni Cooper

\$500 - \$999 Club

Max Steinke

Prasad Paranjape

\$499 & Under Club

Huaiter Chong

Prasad Paranjape

Debbie Lefkowitz

Dennis Cima

Sajid Khan

Loren Sanchez

Randall Souza

Patricia Yeung

Tara O'Higgins

Eth Mal

Samina Shaheen

Majid Farmanfarmaian

\$499 & Under Club (Continued)

Kim Rodgers

Tom Stalheber

Stephen Borasi

Michel Malecot

Ken Baratta

Bill Sueoka

Robert Ruiz

Tiffany Tran & Minh Ly Do

Judy Huang

Giulian Reyes

Nandor Fejer

Tanja Hofner

Huaiter Chong

Emmanuel Krakaris

Satish Raghunath

Johanna Seele

Qing Yu

Mike Heinrich

Yi Zhang

Lena Kuhar

God's Faithful Servants

Carol Huttlinger

Richard & Sheryl Haller

Russell Kao

Heather & Paul Hansas

John David Frenzel

Anthony D S Naylor

Edward and Laura Reidenbach Charitable Fund

Roshni Cooper

Jeff and Cathie Thermond