



Goodwill Industries of the Greater East Bay  
1301 30<sup>th</sup> Avenue  
Oakland, CA 94601  
(510) 698-7200  
[www.eastbaygoodwill](http://www.eastbaygoodwill)

## **Annual Report for 2010**

Goodwill Industries of the Greater East Bay (Goodwill), a 501(c) 3 independent nonprofit agency founded in 1919, provides job training, employment experience and life skills, enabling disadvantaged and disabled individuals to achieve self-sufficiency. We achieve this through financially sound community-based businesses that provide vital vocational services to our community. Our social enterprise model supports our workforce development services throughout Alameda, Contra Costa, and Solano Counties.

Goodwill provides workforce development and support services to those facing barriers to employment, such as limited or lack of work experience, multi-generational poverty and transition from public assistance, limited education and English language skills, history of incarceration, homelessness and disabilities. Demand for our programs has grown significantly since the economic downturn several years ago, and the continued high unemployment and poverty rates. During 2010, Goodwill served 4,070 individuals and families, an increase of 77 percent compared to 2008! We also placed 565 individuals directly into competitive employment, despite the constricted job market, a 26 percent increase compared to the previous year.

Goodwill's services include paid, hands-on job training in our social enterprise, case management, and classroom training, covering job readiness, computer literacy, and employment search. The Goodwill Academy provides paid, hands-on job training at our 26 retail stores, three processing plants, and our donations centers. Our program services are supported through the sale of donated goods in our stores, government contracts and grants, and the generosity of financial donors in the community. Goodwill also operates federal service contracts through the AbilityOne program that employs people with medically-certified significant disabilities. For every \$1 spent at Goodwill in 2010, 93 cents was dedicated to our mission services.

## **Fiscal Year 2010 Financial Report**

### What the Community Gave to Goodwill

Sale of Donated Goods & Recycling	17,373,952
Contracts with Federal Agencies to Hire People with Disabilities	6,200,340
Workforce Development Service Contracts	2,381,700
Foundation, Corporate & Public Support	375,696
Other Income (Investments & Misc)	<u>228,419</u>
	26,560,107

### What Goodwill Gave Back to the Community

Wages and taxes for participants in job training program	4,750,526
Mission services program costs	18,522,580
Management & Other Staffing	979,642
Social Enterprise & Agency Operating, Supplies, Services & Occupancy Costs	850,226
Reserved for future programs	<u>1,457,133</u>
	26,560,107

## **2010 Board of Directors**

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**Virginia Robbins, Vice-Chairperson**

California Bank of Commerce

**Thomas Park, Treasurer**

California Bank of Commerce

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Attorney at Law

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Goodwill Industries of the Greater East Bay

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Sam Clar Office Furniture