

Transforming Lives and Communities

through the Power of Education and Employment



2023 Annual Report

2023 SUMMARY OF FINANCIAL DATA

REVENUE

Retail/Donated Goods Sales	\$55,761,478
Contributions/Donated Goods	\$13,920,969
Service Contracts	\$13,868,531
Per Pupil Funding	\$10,518,708
Contributions/Fundraising	\$ 3,226,879
Other	\$31,672

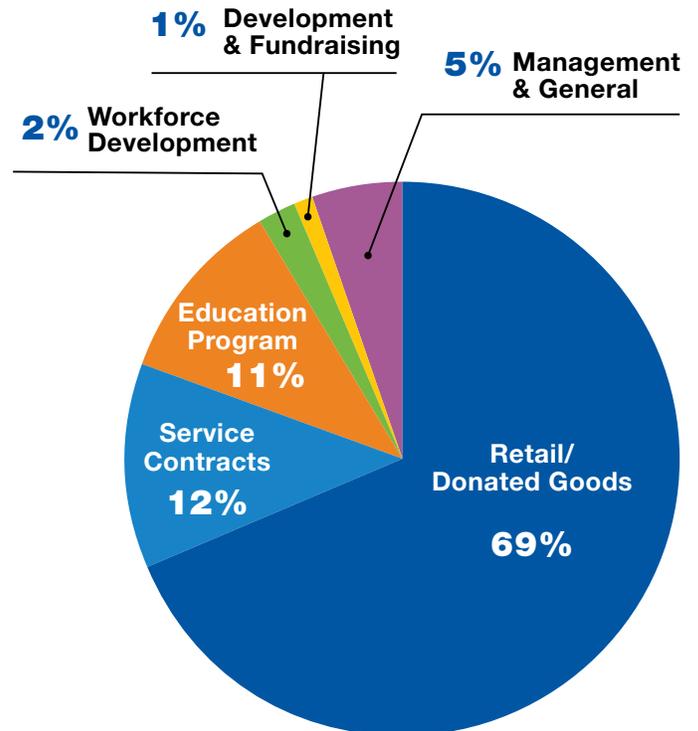
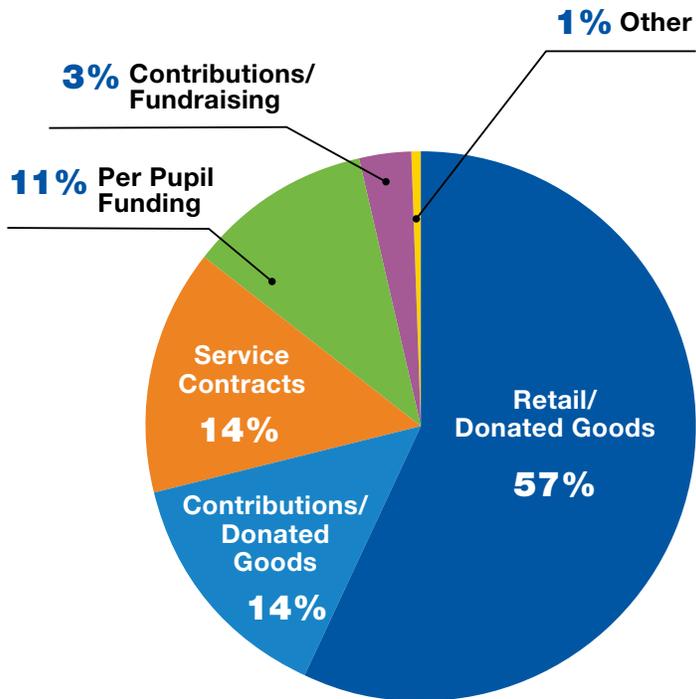
Total Operating Revenue and Support **\$97,328,237**

EXPENSES

Retail/Donated Goods	\$63,483,191
Service Contracts	\$11,100,977
Education Program	\$9,834,740
Workforce Development	\$2,063,066
Development & Fundraising	\$1,073,073
Management & General	\$4,769,352

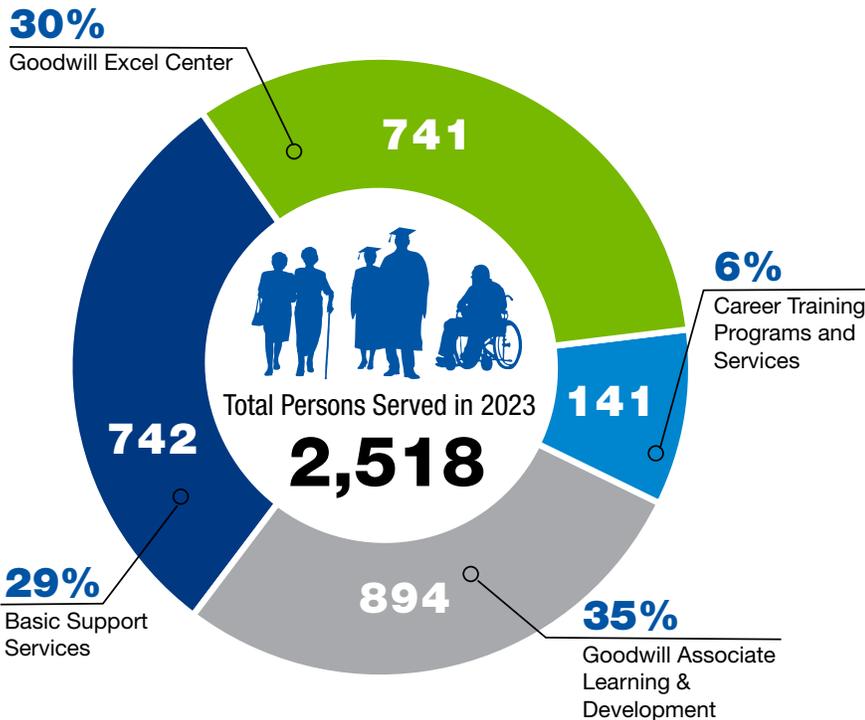
Total Operating Expenses **\$92,324,399**

Net Operating Income **\$5,003,838**



94% of Goodwill funds expended goes to direct mission program support

2023 WORKFORCE DEVELOPMENT STATISTICS



■ Career Training Programs and Services	141
■ Goodwill Associate Learning & Development	894
■ Basic Support Services	742
■ Goodwill Excel Center People Served 2023 graduates: 91	741
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Total Persons Served	2,518

For additional detailed information, please visit dcbgoodwill.org/financial-reports-gw



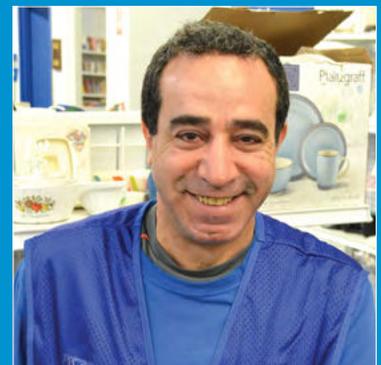
“Goodwill changed my whole life a lot because I know right from wrong and I know I have a job I can come to every day.”

Amelia Harchester
Custodian, Joint Base Anacostia Bolling



“I really didn’t have confidence in myself... to get nothing completed. But starting off with Goodwill and just getting to know the people... I feel like I can be a leader.”

Matthew Washington
*Contracts Supervisor,
The RISE Academy Graduate*



“I appreciate Goodwill because [it] helped me not only get a job, but also [helped] with what I can do to contribute to others and the environment – my life’s greater purpose and legacy.”

Abdel Said
Senior Merchandise Processor, Sully Station

2023 FACTS

CONTRACTS



- In 2023 GGW operated 13 contract sites.
- Total square footage cleaned by custodial team – 3 million square feet every day.
- The contracts team employed 207 team members.
- 75.56% of all labor hours at contract sites were performed by persons with disabilities.
- The average hourly wage with benefits for all contracts team members as of the end of 2023 was \$21.97/hour.

RETAIL AND DONATED GOODS



- Goodwill of Greater Washington operated 21 retail stores and three warehouses.
- Goodwill's retail stores and donation centers employed 713 team members at the end of 2023.
- Goodwill of Greater Washington received 986,345 donations of household goods.
- 2,237,203 purchases were made at Goodwill of Greater Washington retail stores.
- GGW ecommerce operations completed 86,699 transactions, selling 119,908 items in 2023.

SUSTAINABILITY



- Donations to Goodwill of Greater Washington kept more than 45,371,870 pounds of material out of area landfills.
- In 2023, Goodwill of Greater Washington (GGW) recycled 50,000 pounds of plastic bags/ material (4.3 million bags) through a partnership with Trex.
- 327,000 pounds of computers/ parts were recycled or sold to Dell in 2023.

EXCEL CENTER*



- Total number of people served: 741 students.
- Total number of graduates: 91.
- 81% of students went onto postsecondary education / secured employment.