

ANNUAL REPORT 2025

we are
A CARING AND LOCAL NONPROFIT

The Goodwill Excel Center



goodwill



**Goodwill of Greater
Washington is a caring,
local nonprofit.**



**Our mission is to
transform lives and
communities through
the power of education
and employment.**



**Our vision is to build
a community where
people are empowered
to achieve their fullest
potential and highest
level of personal success.**



A Message from the President & CEO

As President of Goodwill of Greater Washington, I am so proud to reflect on the extraordinary milestones we reached together in 2025. With your unending support, we were able to provide more than 2,200 people in our community with career training, education, and supportive services, many of whom overcame significant barriers to employment.

The hard work of our dedicated team members powered these achievements through a culture of innovation, compassion, and commitment to those we serve.

Through our ever-expanding efforts to protect our planet, we diverted almost 51 million pounds of household goods from local landfills last year, reinforcing our dedication to environmental stewardship and sustainability.

Additionally, we closed our flagship store and donation center in Arlington, VA to make way for a new 128-unit affordable family housing complex and childcare center atop a state-of-the-art retail store and donation center that will super serve our community while removing a significant barrier to self-sufficiency.

None of this would be possible without you. Whether through the donation of household goods, financial contributions, corporate and foundation partnerships or simply shopping in our stores, you amplify our impact and help build a brighter, more inclusive future for the greater Washington, DC region. Thank you for believing in our mission and joining us on this journey.

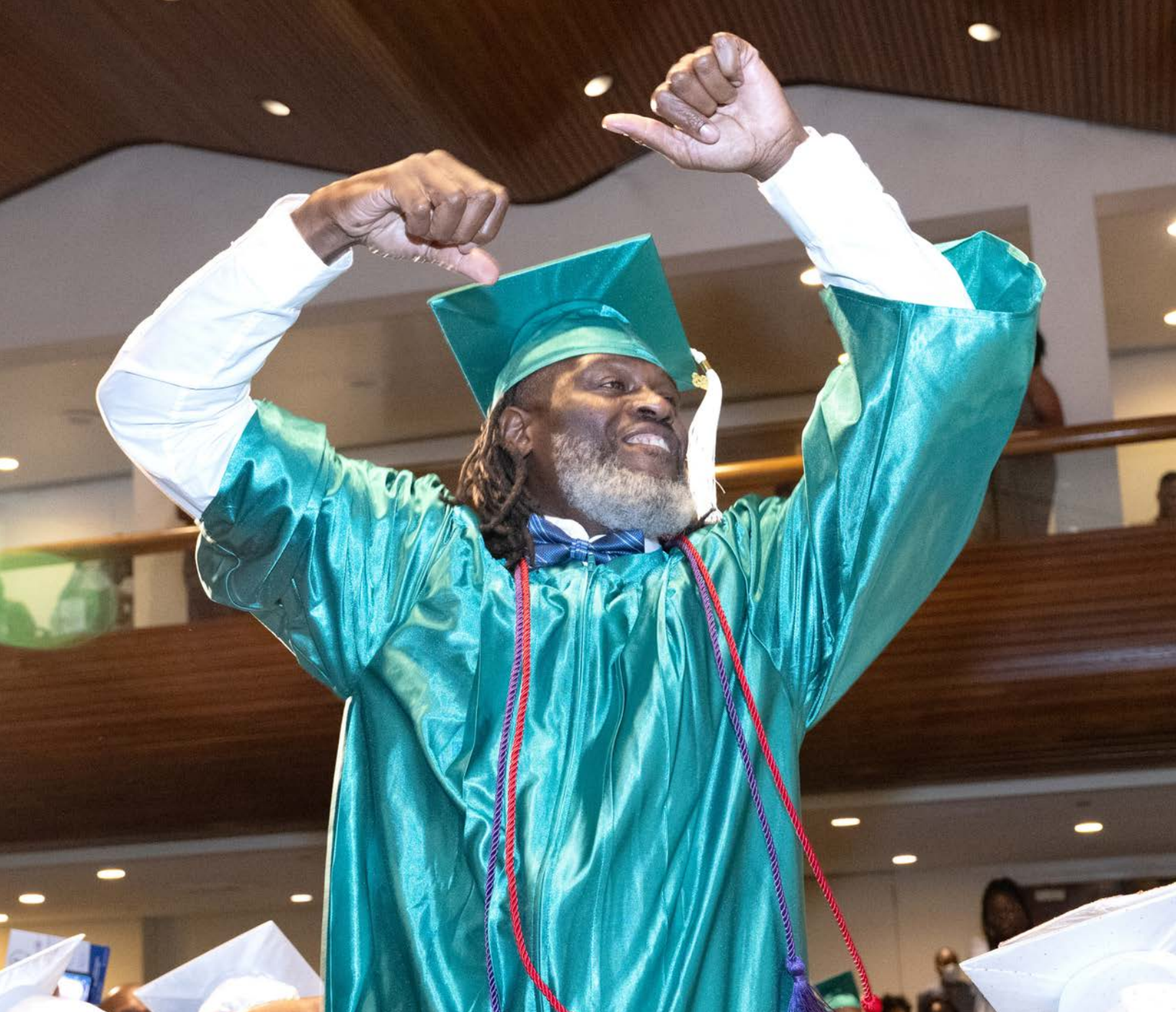
With heartfelt gratitude,



Catherine Meloy

President & CEO

Goodwill of Greater Washington



Through workforce development and education services—including two adult public charter high schools, The Goodwill Excel Center®—we remove barriers and provide free education, career training, and support services that help individuals achieve economic self-sufficiency and lasting generational change.

goodwill

®

Our Mission in Action



2,280 Total Persons Served

Goodwill Team Members



834

Received Professional
Learning and Development



691

Received Support for
Essential Needs

Goodwill Excel Center®



755

Excel Center® Enrollments



113

Excel Center® Graduates



440

Students Received Transportation
Assistance to Study



57

Students Received Free
Childcare While Studying



We fund our mission through the operation of a chain of thrift and e-commerce stores, as well as through commercial and AbilityOne[®] federal contracts for groundskeeping, custodial, and glass-cleaning services.



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Our Work in Action

Donated Goods Retail (DGR) Team Members



23

Retail Stores



2,575,583

Total Purchases



\$7,670,867

E-Commerce Sales



788

DGR Team Members

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Federal and Commercial Contract Team Members



13

Federal Contract Sites



3 Million

Square Feet Cleaned



79.59%

Labor Hours Performed by
People with Differing Abilities



207

Contract Team Members



Donated goods power our mission, stock our retail stores, and generate revenue that funds education, job training, and support services. Through this circular model, we extend the life of usable goods and recycle what cannot be resold. Guided by the three pillars of sustainability—people, planet, and prosperity—we reduce waste and strengthen our community.



From Donations to Environmental Impact



1,107,124 Donations

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164,720

Recycled Pounds of Cardboard



100,180

Recycled Pounds of Plastic Bags



86,250

Recycled Pounds of Glass



26,910

Recycled Pounds of Rigid Plastic



50,927,704

Pounds of Material Diverted from
Area Landfills



309,710

Total Pounds of Computers and Parts Recycled
Through the Dell Reconnect Program

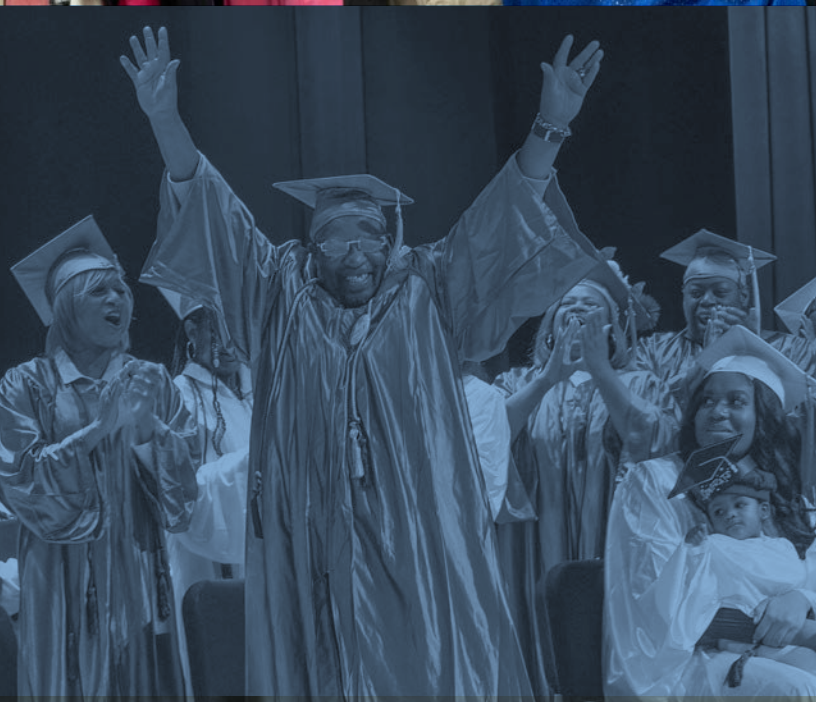
2025 Summary of Financial Data

REVENUE

Retail/Donated Goods Sales	\$67,858,028
Contributions/Donated Goods	\$18,253,909
Service Contracts	\$14,425,713
Per Pupil Funding	\$12,981,925
Contributions/Fundraising	\$2,287,056
Other Income	\$301,597
	\$116,108,228

EXPENSES

Retail/Donated Goods	\$81,820,757
Service Contracts	\$12,234,530
Education Program	\$11,725,746
Workforce Development	\$2,011,935
Development/Fundraising	\$1,162,887
Management & General	\$4,807,662
	\$113,763,517
Net Operating Income	\$2,344,711





1140 3rd St NE, Suite 350 • Washington, DC 20002

Tel (202) 636-4225 • Toll-Free (888) 817-4323

dcgoodwill.org