



THE TRIPLE BOTTOM LINE

HELPING PEOPLE. AND THE ENVIRONMENT.

Goodwill of Orange County

People. Planet. Profit.

OUR ROOTS ARE IN RECYCLING

HELPING PEOPLE. AND THE ENVIRONMENT.



Goodwill's business model has relied on the re-use and recycle process for over 100 years.



New Technology has resulted in a new source of revenue for us.

OUR ROOTS ARE IN RECYCLING

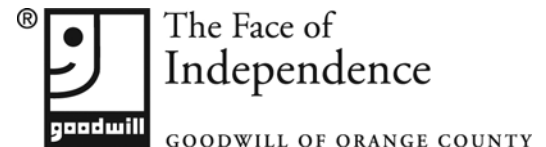
HELPING PEOPLE. AND THE ENVIRONMENT.



For 84 years, Goodwill of Orange County has been in the business of collecting donated goods for reuse to sell in our retail stores.



Today we have 20 stores+ our online store *shopgoodwill.com* and nearly 30 donation sites throughout Orange County.





OUR ROOTS ARE IN RECYCLING

HELPING PEOPLE. AND THE ENVIRONMENT.

As one of the leaders in social enterprise, Goodwill is creating positive social change within the context of sustainable business models.

Today we continue to develop new and powerful solutions to society's most challenging social issues.

We offer job training, placement, and the tools to achieve individual success to people with disabilities and other barriers.



OUR ROOTS ARE IN RECYCLING

HELPING PEOPLE. AND THE ENVIRONMENT.

But the most critical thing we offer is opportunity. The people we work with don't want charity, they want a chance to succeed.

And they pursue success the same way we all do. By doing their best. Working with total dedication. And always trying to do better.



OUR ROOTS ARE IN RECYCLING

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Because we do not rely solely on charitable giving for sustainability, we represent a powerful organization that creates sustainable societal change-- by combining the passion of our social mission and the efficiency of a market-based approach.



OUR ROOTS ARE IN RECYCLING

HELPING PEOPLE. AND THE ENVIRONMENT.

We reuse or recycle primarily through three business models:

- Goodwill Marketplace
- Document Destruction
- E-waste Solutions



GOODWILL MARKETPLACE

HELPING PEOPLE. AND THE ENVIRONMENT.



The Goodwill Marketplace is a public wholesale and auction venue that will generate nearly \$7 million this year to directly support our employment programs.



GOODWILL MARKETPLACE

HELPING PEOPLE. AND THE ENVIRONMENT.

More than 10 million lbs. of textiles and hard goods are processed through this venue.

Items not sold through this store are sold to recyclers.



DOCUMENT DESTRUCTION

HELPING PEOPLE. AND THE ENVIRONMENT.

We formed Landmark Services five years ago to provide document destruction services.

With customers ranging from hospitals, law firms, insurance and title companies as well as governmental agencies, to date we have shredded over 4,100 tons of paper.



The Face of
Independence

GOODWILL OF ORANGE COUNTY

DOCUMENT DESTRUCTION

HELPING PEOPLE. AND THE ENVIRONMENT.

Today fourteen people with severe disabilities have gainful employment, greater independence, and pride.

As our client base expands, more people will be employed through Goodwill's Document Destruction Services.



The Face of
Independence

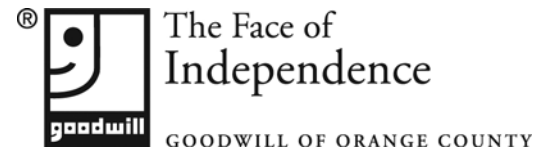
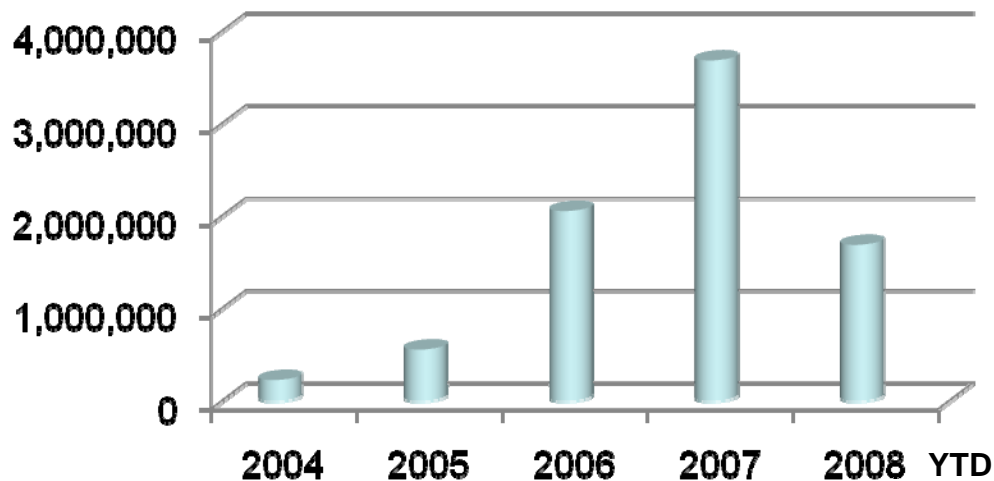
GOODWILL OF ORANGE COUNTY

DOCUMENT DESTRUCTION

HELPING PEOPLE. AND THE ENVIRONMENT.

Our Document Destruction Services securely shreds, collects and disposes of confidential documents.

Document Destruction Collections





E-WASTE SOLUTIONS

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- Most people don't know that one old television set can contain up to 10 pounds of lead.



WARNING: The specific dangers of electronic waste are the effects that lead, cadmium, mercury, hexavalent chromium, plastics and PVC have on human health and the environment.



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GOODWILL OF ORANGE COUNTY



PUTTING E-WASTE TO WORK

HELPING PEOPLE. AND THE ENVIRONMENT.



Or that each year over 1.5 million TONS of e-waste are thrown into American landfills!

Disposed of improperly, electronic equipment will be harmful to the environment.

PUTTING E-WASTE TO WORK

HELPING PEOPLE. AND THE ENVIRONMENT.

In 2004, our E-waste Program started with three Goodwill trained workers dismantling computers. Currently, 15 trainees and 10 employees work in the E-waste program.



PUTTING E-WASTE TO WORK

HELPING PEOPLE. AND THE ENVIRONMENT.



- In 2007, we collected over 4.3 million pounds of e-waste.



- We expect to recycle 5.2 million pounds in 2008 – a 23% increase!



- E-waste is either recycled, or resold through the *Goodwill Computer Works Store* in Santa Ana, or online through *shopgoodwill.com*.



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GOODWILL OF ORANGE COUNTY

PUTTING E-WASTE TO WORK

HELPING PEOPLE. AND THE ENVIRONMENT.

A Partial List of E-waste Items We Currently Recycle

Copy/Fax Machines

Microwaves

Scrap Circuit Boards

Flat Panels

Motherboards

High Grade Processor

Floppy Drives

PC Cards

Low Scrap Grade Processor

Hard Drive Cards

Plastic Scrap

Memory

Heat Sink

Printers

Scrap P2 Boards

Keyboards/Mice

Power Supply

SD RAM

Laptops

UPS Batteries

DVD ROM Drive

Laptop Screens

Wire/Cable/Cords

Television Sets

...and dozens more!



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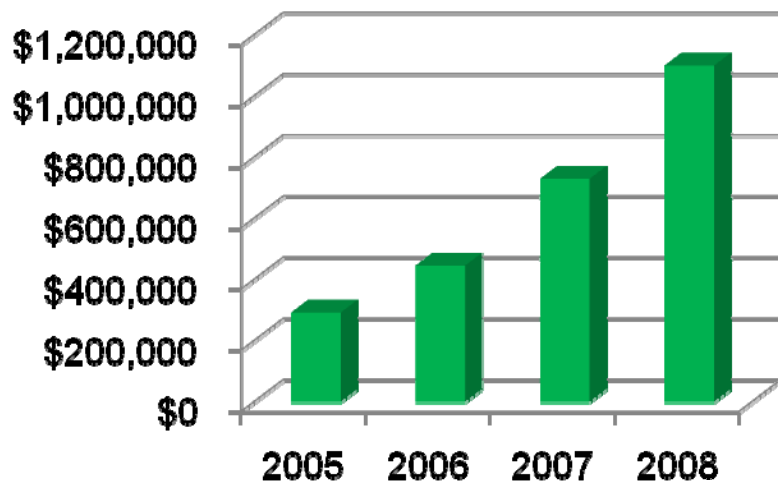
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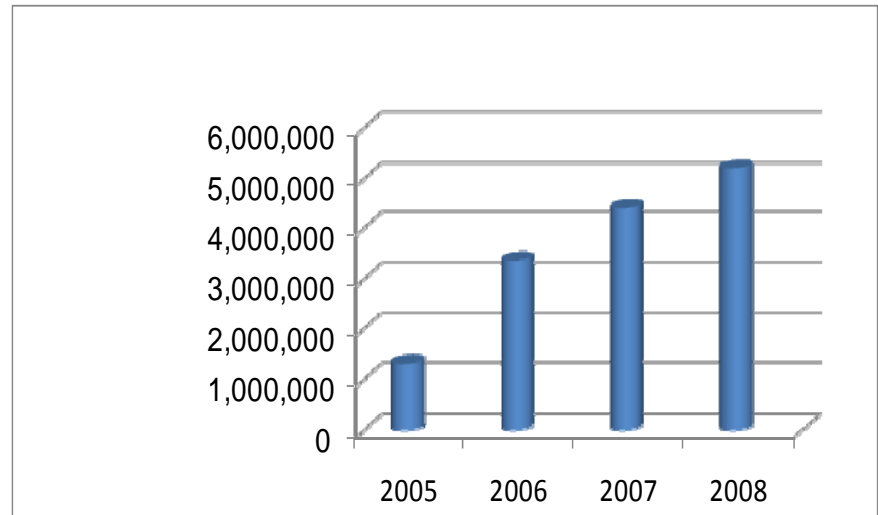
PUTTING E-WASTE TO WORK

HELPING PEOPLE. AND THE ENVIRONMENT

E-waste Revenue



E-waste Collected (in lbs)



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PUTTING E-WASTE TO WORK

HELPING PEOPLE. AND THE ENVIRONMENT



Goodwill holds collection events with Cities, Churches, Schools and Businesses throughout Orange County.



The Face of Independence

GOODWILL OF ORANGE COUNTY



GOODWILL RECYCLING

HELPING PEOPLE. AND THE ENVIRONMENT.

Very little goes to waste at Goodwill. We divert over 8,000 tons of materials from landfills each year helping us to increase our bottom line and serve more individuals.

In fact, 91¢ of every dollar Goodwill spends goes directly to fund our programs for people with disabilities and other barriers!




GOODWILL RECYCLING

Good for the planet. Good for our business.

GOODWILL OF ORANGE COUNTY – LANDFILL DIVERSION 2007

| | | | |
|---------------------|-----------|----------------------------------|-----------|
| Appliances | 265,200 | Metal | 2,515,960 |
| Aluminum Cans | 1,441 | Office paper | 9,140 |
| Books | 600,230 | Pallets | 99,300 |
| Cardboard | 1,588,119 | Plastic Bottles (PET) | 333 |
| Cell Phones | 579 | Textiles | 8,003,110 |
| Computer Components | 1,199,591 | Toner Cartridges | 3,552 |
| Computer Monitors | 1,928,764 | ===== | |
| Inkjet Cartridges | 5,346 | | |
| Mattresses | 168,675 | | |
| | | Approx 17 Million Lbs. OR | |
| | | 8,500 Tons | |



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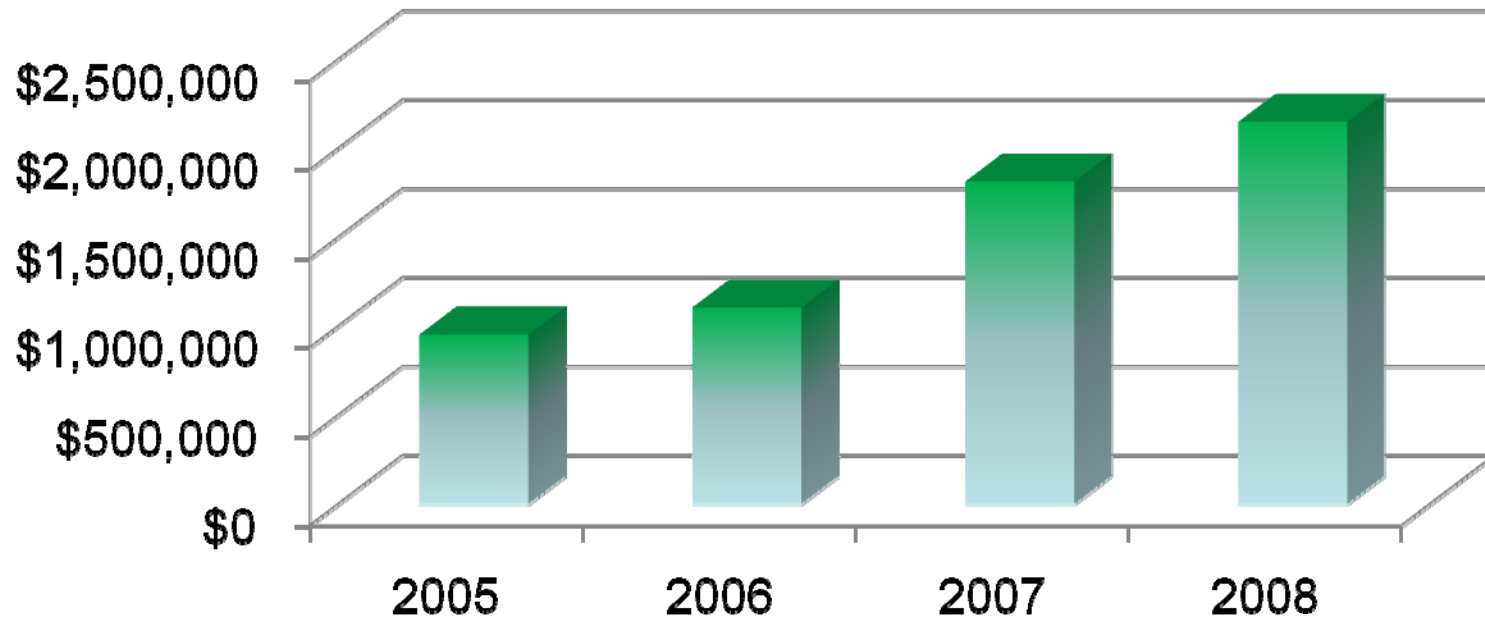
GOODWILL OF ORANGE COUNTY



GOODWILL RECYCLING

Good for the planet. Good for our business.

Total Recycling Revenue





Partnering with the Business Community:

- Collaborate on more E-waste collections
- Document Destruction Services
- Sponsorship Opportunities



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