



community at work.

REAL ESTATE SITE CRITERIA

Goodwill Centre
255 Horton Street East
London, Ontario



Goodwill Industries International



REVENUE

\$6.1 BILLION



LOCATIONS

4,245+



EMPLOYEES

128,000+

The global secondhand market is expected to nearly double by 2027, reaching \$350 billion.

-ThredUp 2023 Resale Report



BRAND RATING

RANKED #1 IN THE BRAND WORLD VALUE INDEX
(ENSO - 2015 and 2016)



EMPLOYMENT TRAINING

25 MILLION+ PEOPLE ACCESSED GOODWILL FOR TRAINING AND SERVICES



LANDFILL DIVERSION

4.1 BILLION LBS DIVERTED IN 2022

Goodwill Industries, Ontario Great Lakes

Positioned for accelerated growth, Goodwill is seeking real estate opportunities to support significant expansion plans.

Goodwill Industries, Ontario Great Lakes over the last decade has created momentum and growth in a once small Goodwill, growing from 160 to 1,200 employees, increasing enterprise revenue to \$64 million, and total assets to \$65 million. Current ratios are healthy, and the organization is positioned for accelerated growth.

A strong and integrated mission platform, robust infrastructure, top talent, stable financial position, fundraising acumen, a strong governing Board, and a high degree of knowledge of the business model and its challenges, will be the primary driving forces in Goodwill Ontario Great Lakes' expansion.



REVENUE

\$60+ MILLION



TOTAL ASSETS

\$65 MILLION



LOCATIONS

49



SF LEASED

255,115+ sq.ft



SF OWNED

398,275+ sq.ft



EMPLOYEES

1,200+

Site preferences

General site requirements:

- Standalone building or end-cap units
- Donation drop-off area in the front or visible side
- Mid-to-high traffic with strong visibility
- Mid-to-high income demographics
- Adjacent to high-density residential communities
- Convenient and multiple ingress / egress points

Community Stores

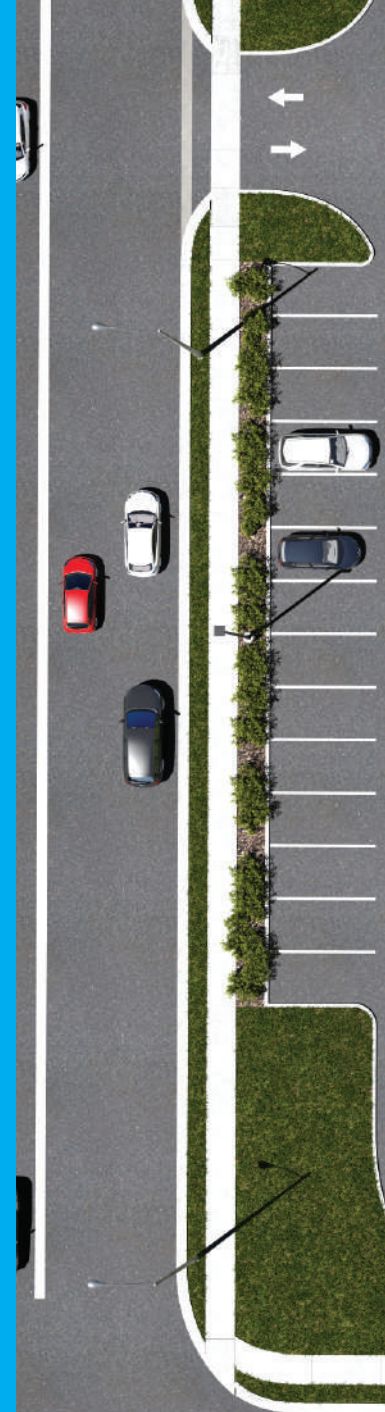
- 20,000 - 30,000 SF (primary markets, 50K+ population)
- 15,000 – 20,000 SF (secondary markets, 20K-50K population)
- 10,000 – 15,000 SF (dense, urban markets)
- Parking ratio of 4.5 vehicles per 1K SF retail
- 2x truck level loading docks

Donation Centres

- 2,000 – 5,000 SF (all markets)
- Situated in prime retail or community shopping hubs
- 1x truck level dock or drive-in door
- Standalone, end-cap or pad development

NOTE

We will also explore build-to-suit opportunities and purchase properties on a case-by-case basis





Building design criteria

- Complete building shell and exterior/interior finish to Goodwill standard
- Standard exterior corrugated steel siding
- Stucco exterior walls
- Vanilla box interior or turn-key with 15'+ clear ceiling height
- Open grid ceiling, painted white
- Standard interior drywall, finish painted
- Smooth finish, polished concrete floors
- HVAC - heat & cooling for entire space
- Complete sprinkler system
- LED interior and exterior lighting
- Access to highly visible pylon and signage opportunities
- Exclusive loading docks
- Donation drop-off, automatic sliding doors



Targeted areas of growth

Greater Toronto Area

Toronto, Etobicoke, Mississauga, Brampton, Vaughan, Richmond Hill, Markham, Scarborough, Pickering, Ajax, Whitby, Oshawa, Newmarket and Bradford

Southcentral Ontario

Orillia, Barrie, Collingwood, Orangeville, Hanover, Owen Sound and Kincardine

Southwestern Ontario

London, Waterloo, Kitchener, Cambridge, Guelph, Fergus, Simcoe, St. Thomas, Sarnia, Windsor and Leamington



902 Dundas Street
Woodstock, Ontario

Current sites



1165 Oxford Street East
London, Ontario



428 King Street North
Waterloo, Ontario



351 Carodoc Street South
Strathroy, Ontario



1224 Dundas Street East
Mississauga, Ontario

Donation Centre
Concepts



680 St David Street North
Fergus, Ontario



Contact us

We look forward to discussing your real estate portfolio and potential site opportunities.

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View our website for the most up-to-date
real estate acquisition information:
goodwillindustries.ca/real-estate