

**GOODS
TO GIVE**



Annual
report

2023



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INTRODUCTION

INTRODUCTION

A word from our Chairman

Dominique de Ville de Goyet

our free tool to companies is making it much easier for them to make gifts in kind. Seeing major groups like P&G, L'Oréal, Beiersdorf and Henkel place their trust in us over the past ten years, alongside dozens of others, has been hugely satisfying.

Their trust has prompted us to invest in extending our logistics service to bring us closer to our 500 or so social organisations: Goods to Give can now pick up orders in Antwerp, Brussels, Charleroi, Roeselare, Liège and Hasselt.

Thanks to PWC's contributions, G2G's logistics network now covers Belgium more effectively.

2023 was also the year in which our own revenue covered almost all our current operating costs. This result came down to two factors: our business model, and sponsorships.

Business model first: the average contribution of 10% of the original price that we request from social organisations for each product ordered has proved key to covering our logistics costs.

Then sponsorship, because a number of companies believed in our project on paper right from the outset. The ongoing support from Mediahuis Partners, Capital at Work, AG and Puilaetco financed our first steps. And then others,

"We know it well that none of us acting alone can achieve success" - Nelson Mandela

Dear friends,

Goods to Give continued to grow in 2023. The figures show that providing

such as the National Bank of Belgium and the Fondation Charles-Albert Frère, joined us along the way. We have now added project-based sponsorship, which is extremely useful for building the Goods to Give of the future.

So what's next? Let's dream a little...

- A network of 1,000 connected social enterprises, including shelters, social supermarkets, public centres for social welfare and parcel distribution centres, together forming a structured network to reduce poverty in Belgium. With a network of 500 organisations, we're halfway there.
- Gifts in kind becoming a matter of course for companies keen to make a social impact in Belgium, who have understood the power of the effective tool we have created for them.
- Donations in kind being rediscovered by our cash-strapped public authorities, who finally decide to give them a tax-free status in corporation tax to encourage companies to give even more.
- And our current impact doubling within three years.

So, let's get to work...

Dominique de Ville de Goyet



INTRODUCTION

A WORD FROM OUR MANAGING DIRECTOR Remco Ruiter

below the poverty line, according to Statbel figures for 2022. This represents 18.6% of the population, or almost one in five people. These are not solely people living in extremely precarious conditions, such as the homeless or those struggling with substance abuse. They are also order-pickers who work nights, dishwashers in restaurant kitchens and construction workers. They are also single mothers, small business owners with no real pension; migrants (if they appear in the statistics at all) and Belgians who are doing their utmost to stay in the game despite the fact that, as workers in precarious jobs, they can barely get ahead in life.

And all the while, the world keeps spinning. Or is it spinning out of control? The difference can be subtle. Whether on a small or large scale, we can find cases that can easily fuel moral indignation. We don't even need to refer to the biggest humanitarian disasters, such as the wars in Gaza or Ukraine. Human tragedies happen every day in our own neighbourhood. What about the huge number of people who need psychological help but are still locked up in our prisons? What about all those children who arrive at school with empty stomachs? What about our government's decision to ignore court rulings on welcoming asylum seekers? What about all these young people who are recruited by drug traffickers and for whom our institutions (from the courts to the police and schools, and even sports, cultural or social associations) struggle to provide an adequate response?

"The mark of a civilized human is the ability to look at a column of numbers, and weep" – Bertrand Russell

In Belgium, 2.15 million people live on or

We could go on and on – there are countless other skewed relationships, all sorts of misfortunes, all sorts of small and large injustices that we could list. To keep the fire of indignation burning.

But, as Rutger Bregman's recent book on moral ambition teaches us, indignation is not enough. It's time to take action. Fight for your ideals. Don't just shed tears when you read the statistics (although that's a good start); roll up your sleeves and encourage others to join your fight. That's what we try to do every day at Goods to Give: build partnerships to redistribute more and more products to people with no livelihood. We are driven by the dream of bringing about a reversal in the reality of social inequality. This is our moral ambition, and you can read about our results for 2023 in this report.

We hope to achieve even more in 2024, and have an even greater social impact. To achieve this, we also need your support. And we will certainly continue to call on you. Because moral ambition can only be transformed into great results if we do it together. We thank you in advance!

Remco Ruiter



OVERVIEW

OUR RAISONS D'ÊTRE

POVERTY IN BELGIUM

Poverty has many faces and affects different aspects of life. To **measure poverty**, **three indicators** are used in European policy:

- Risk of poverty based on income (monetary insecurity)
- Severe material and social deprivation
- People living in very low work-intensity households

People facing at least one of these three risks are considered to be at risk of poverty or social exclusion.

According to the European AROPE indicator, in 2023, **18.6% of the Belgian population** - more than 2 million people - were on the edge of the poverty line or **at risk of social exclusion**. This means that almost one person in five is struggling to make ends meet and cannot afford to buy basic non-food items.



©Slaatzje Praatzje – Social grocer

Goods to Give prevents waste and helps reduce poverty



UNSOLD NON-FOOD ITEMS IN BELGIUM

There are a number of reasons why a surplus in these items is generated, including approaching sell-by dates, end-of-season or end-of-series stock, poor forecasting, damaged packaging, and so on.

A draft European law banning the destruction of unsold clothes and shoes, to take effect from 2026, makes it all the more clear that we need to find solidarity-based solutions.

Take France, for example, where an anti-waste law has been in force since January 2022, banning the destruction of all unsold non-food products.

These are just a few examples of how we could - and should - manage unsold goods differently.

Fortunately, companies are increasingly focusing on the sustainable management of their unsold stock, and Corporate Social Responsibility is becoming an integral part of their activities.



OVERVIEW

OUR RAISONS D'ÊTRE

Goods to Give contributes to the social inclusion of people living in poverty by facilitating donations of new non-food products in Belgium

2023

494

affiliated social organisations

387,569

people in poverty reached

2.6 million

non-food products redistributed

€10.7 million

in market value redistributed

49

donor partners



13 million
products have been
redistributed since
we started,
with a market
value of
€50 million

OVERVIEW

GOODS TO GIVE LOGISTICS



177 pallets of non-food products are handled in our warehouses every month

In 2023, **2,126** pallets of new non-food products were donated to Goods to Give. We received around **177** pallets from companies every month. At the same time, a similar number of pallets left the warehouse in the form of orders from social enterprises. On average, **701** pallets were stored in the warehouse each month.

Thanks to our professional collaboration with the non-profit organisation Atelier Cambier, Goods to Give can flexibly handle large volumes of stock.

- Atelier Cambier stores donations, processes orders, sorts certain donations and acts as a collection point for social organisations.
- Since spring 2023, we have set up two additional collection points in Brussels and Antwerp.
- From spring 2024, we plan to add 3 new collection points in the provinces of West Flanders, Liège and Limburg.

2022 | **2023**

358

tonnes of
products
received

478

tonnes of
products
received

1,581

pallets
received

2,126

pallets
received



OVERVIEW

THE SOLIDARITY WEB SHOP

The collected products are redistributed via an online shop.

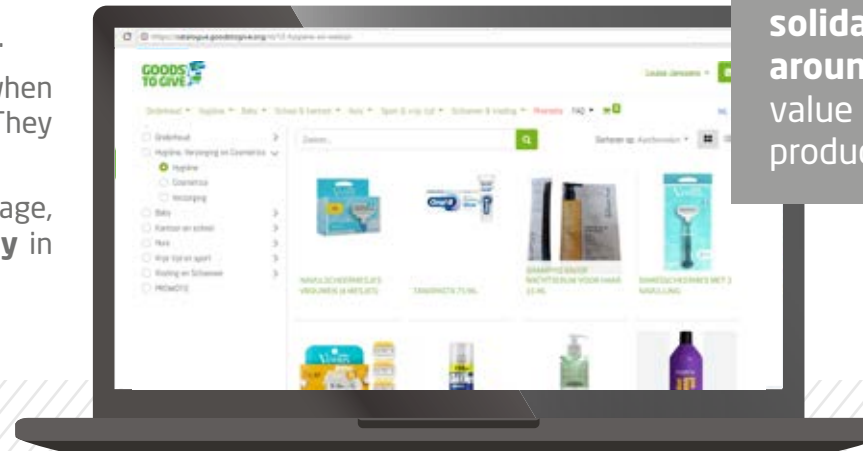
Approved social organisations can order what they want, when they want from the web shop according to their needs. They can choose to collect their order or have it delivered.

In 2023, new products were put online twice a week. On average, **124 different products were available simultaneously** in our catalogue.



We packed **2,155 orders** measuring around 1m³ each.

To cover our operating costs, Goods to Give asks for a **solidarity contribution of around 10%** of the market value of the redistributed products.



A selection of products redistributed in 2023



A HISTORY OF PARTNERSHIPS

DONOR COMPANIES



A Goods to Give corporate partner agrees to meet **4 of the 17 United Nations Sustainable Development Goals**.



Goods to Give has **49 active corporate donors** who have decisively opted for socially responsible surplus management by donating their unsold non-food products.

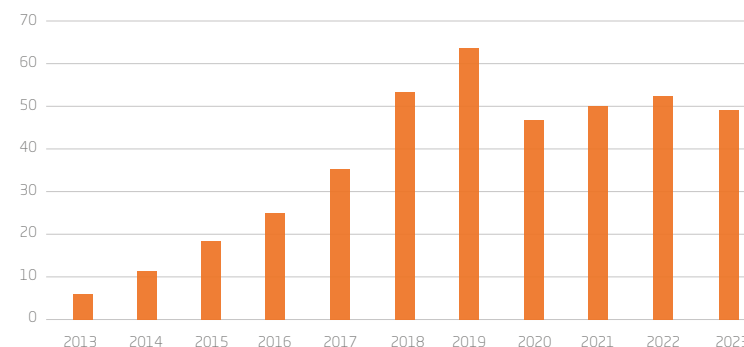
A corporate donor is considered to be an active partner when there is a structured partnership in which the company chooses to entrust its non-food surplus to Goods to Give on a regular basis.

In 2023, Goods to Give received around **2,126 pallets**.



Number of corporate donors 2013-2023

(only active corporate donors mentioned from 2020)



A HISTORY OF OUR PARTNERSHIPS

DONOR COMPANIES

Key benefits of our partnerships:

- Goods to Give guarantees **full traceability** of donated products, so that the donor company can find out which social organisations have benefited from its donations.
- Goods to Give has a **large storage capacity**. Every donation can be effectively and professionally transformed into practical help for those most in need.
- Every year, Goods to Give produces a **detailed impact report** on the results of the partnership. This gives the partner company a clear picture of its impact on the fight against poverty, backed up by figures, testimonials and photos.

From the outset, our objective has always been twofold: how can we provide a good response to companies with surpluses? And how can we collect as much of this essential non-food waste as possible to help the most disadvantaged people in their day-to-day lives?

This combined approach has enabled us to build a solid network of corporate partners who regularly donate products to us. In 2023, we had **49 active corporate donors**.



"Naïm opened the doors to BEL Refugees to us: it was my first meeting with one of Goods to Give's partner organisations. It was an intense meeting, which made us realise how difficult it is to work in the field. But it also showed us just how incredibly necessary this work is in supporting and helping these refugees. This motivates us to continue our cooperation with Goods to Give and to further strengthen our bridge of solidarity!"

Raquel Smolders, Director Corporate Communications –
P&G Belgium and the Netherlands

A number of initiatives were set up in support of Goods to Give to collect products for people in need:

Everyone needs colour in life

"Everyone needs colour in life", an initiative organised by the Dulux paint brand AkzoNobel, raised **13,000 litres** of paint, which were redistributed to social organisations. These **6,418 pots of paint** gave colour to the organisations and homes of people in need.



Stop period poverty

The "Stop period poverty" campaign organised by Always (P&G) collected **300,000** menstrual pads, which were redistributed to disadvantaged women.



A HISTORY OF OUR PARTNERSHIPS

SOCIAL ORGANISATIONS

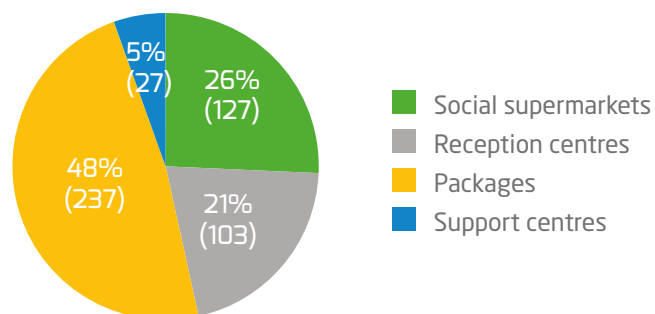
Who are our partner social organisations?

The Goods to Give network is made up of organisations fighting poverty and social exclusion in Belgium. We have a total number of **494** affiliated organisations, which in turn have **387,569** beneficiaries.

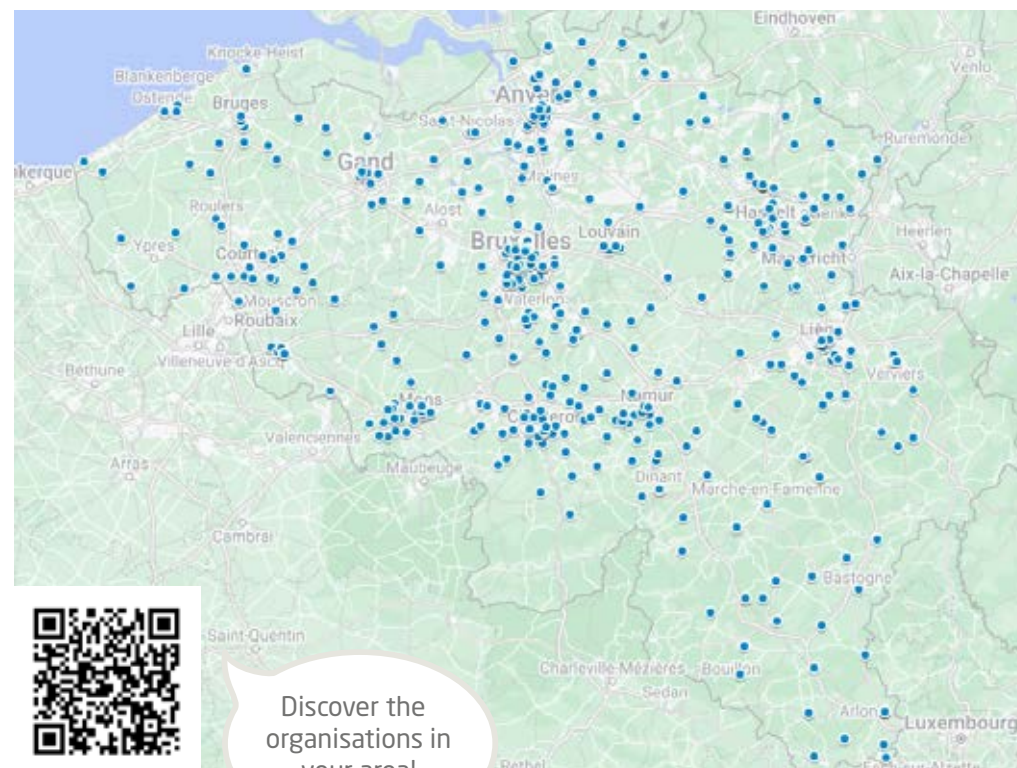
These organisations use our products in different ways:

- In parcels distributed free of charge
- In social supermarkets, where products are offered at very low prices (often in collaboration with the local social welfare centres)
- In reception and support centres, for their day-to-day operation and activities

Social organisation activities



494 social organisations
387,569 beneficiaries
67 new organisations in 2023



Discover the
organisations in
your area!



"Products purchased at a very low cost really help to reduce the social poverty gap. Young people can benefit not only from the products, but also from other activities"

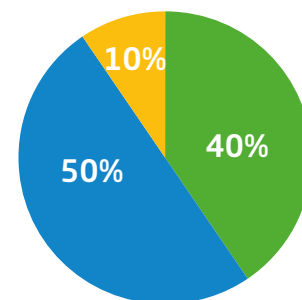
Fatima Aynaci from Les Gentianes youth centre

A HISTORY OF OUR PARTNERSHIPS

SOCIAL ORGANISATIONS

What is the impact of working with Goods to Give?

As we do every year, we surveyed our network of social organisations on the impact and satisfaction our partnerships bring. The results show that organisations can save money by working with Goods to Give.



How much could organisations save?

- Less than €1,000
- Between €1,000 and €5,000
- Between €5,000 and €20,000

Why do these organisations join?

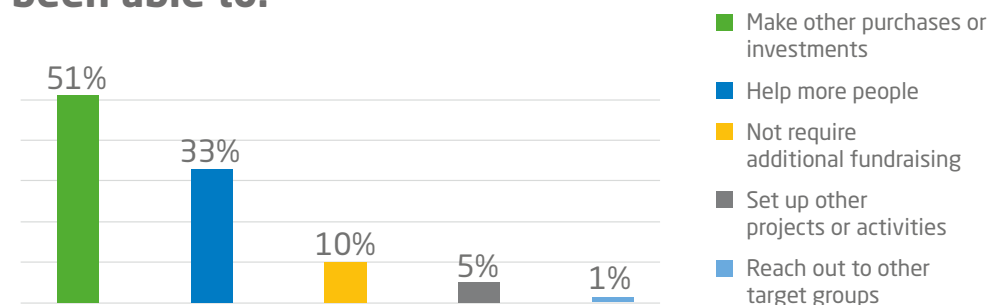
According to the organisations, the benefits of partnering with Goods to Give include:

- Saving time: all orders can be placed in the same place
- Access to new, branded, quality products
- Wide range of choice
- Optimised budget with a range of very low-cost products

But the benefits of our collaboration go far beyond this. Our products help boost self-respect, self-esteem and social inclusion.

Since Goods to Give offers products with an average discount of 90% off, organisations then have the capacity to allocate financial resources to other projects and support even more people.

Thanks to these savings, social organisations have been able to:



DONOR COMPANIES



SOCIAL ORGANISATIONS



And many more...

A HISTORY OF OUR PARTNERSHIPS

SUPPORT PARTNERS

Since the launch of Goods to Give, **€50 million** of essential non-food products have been redistributed. Over the same period, a total of €2.6 million in financial support was also recorded. So every €1 paid in generated **€19 in added social value!**

€1 donation =
€19 impact

Goods to Give is supported by a number of solid partnerships. The support and expertise they provide will enable us to continue to develop our activities, both in terms of content and funding. We'd like to thank them!

FINANCIAL PARTNERS



MEDIAHUIS
PARTNERS

NOSTALGIE

capitalatwork
Wealth Management Foyer Group

Fondation
Charles-Albert Frère



PROJECT PARTNERS



BNP PARIBAS
FORTIS



La Nuit du
Bien Commun

PRO-BONO PARTNERS



ARGAFIN



MEDIAHUIS
PARTNERS

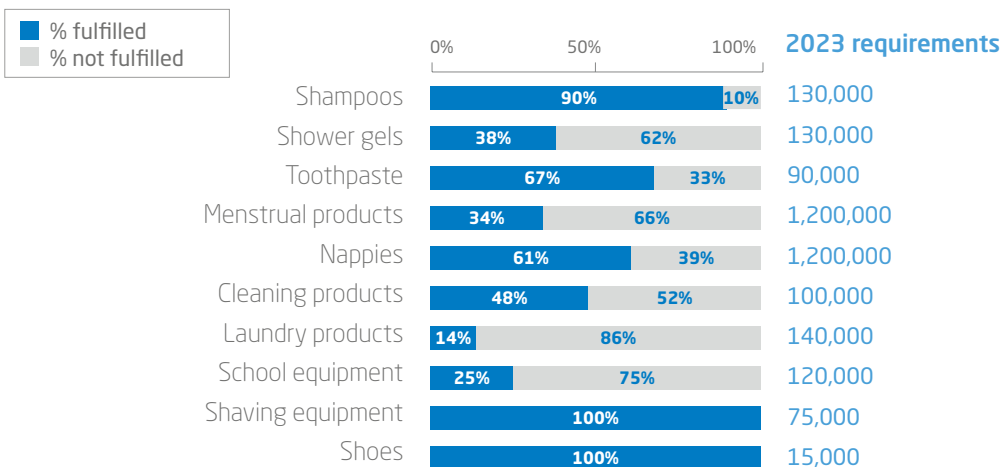
OUR IMPACT

NEEDS BAROMETER

In order to provide more targeted support to people in poverty, Goods to Give conducts an annual **needs barometer**, so that we can assess needs and how we can meet them.

Thanks to our surveys and the responses from our network of social organisations, we have drawn up a TOP 10 list of the most useful non-food products. In 2023, we were able to redistribute **2.1 million of these TOP 10 products**. These essential products accounted for **82%** of the total number of products redistributed.

Unfortunately, we were not able to meet all the needs of our network. Our responses to the annual product requirements from our TOP 10 in 2023 were:



"Goods to Give is the last stand at our food distribution point. We always see the joy in people's faces when they stand there, comparing the little products, the chatter between people, the gratitude towards us, because as well as redistributing food in our shop, we can also offer these products, in the same way. They can shop at a reduced price and are very grateful for the good products they can take home. Among our volunteers, we have also noticed that people are very happy to work at this stand."

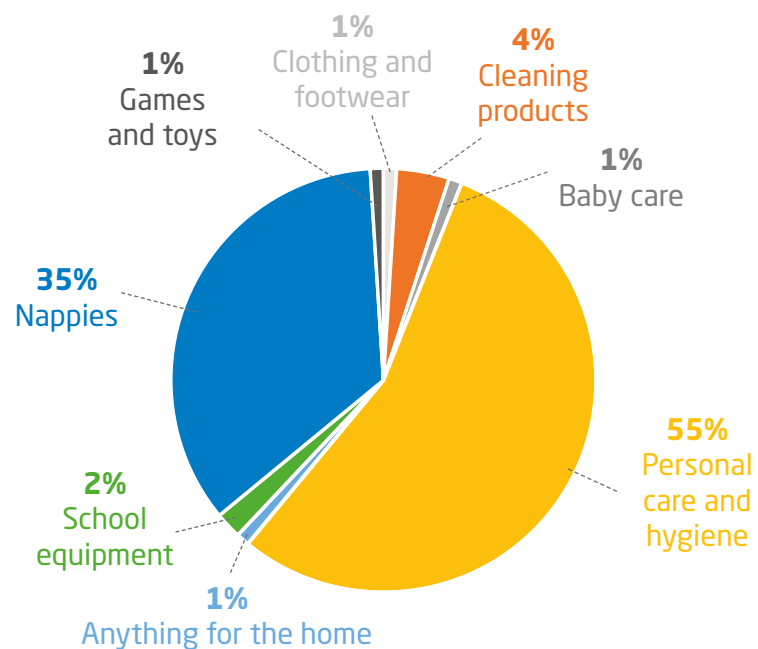
Carine Broucke from the 't Kelderke social supermarket

OUR IMPACT

NEEDS BAROMETER

Goods to Give collects as many products as possible that are essential to everyday life, are needed in every home and contribute directly to a person's well-being. As single-parent families are often affected by poverty, Goods to Give also continues to focus on products for babies and children to provide additional support for families in poverty.

Categories of products redistributed in 2023



2.1 million
of our TOP 10 products redistributed



Requirements in 2024

Shampoos	190,000
Shower gels	190,000
Toothpaste	120,000
Menstrual products	1,800,000
Nappies	1,800,000
Cleaning products	140,000
Laundry products	200,000
School equipment	180,000
Shaving equipment	100,000
Shoes	35,000

If we extrapolate for 2024, we estimate that needs will increase by **20%**, as our network of social organisations has grown at this rate in 2023.

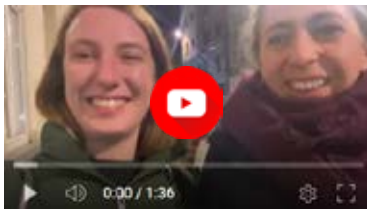
OUR IMPACT

KEY MOMENTS IN 2023

Stop Period Poverty with Always (P&G) and BruZelle

Did you know that 1 in 15 Belgians cannot afford to buy menstrual products due to a lack of financial resources? In 2023, we ran a month-long campaign entitled **#StopPrécaritéMenstruelle** (*stop period poverty*) with our partner **Procter & Gamble** and a partner social organisation **BruZelle**, to raise awareness of this absurd situation. It is extremely important to break the taboo surrounding period poverty. Thanks to this campaign, we were able to redistribute round 300,000 sanitary towels to our network of social organisations and raise public awareness of this issue.

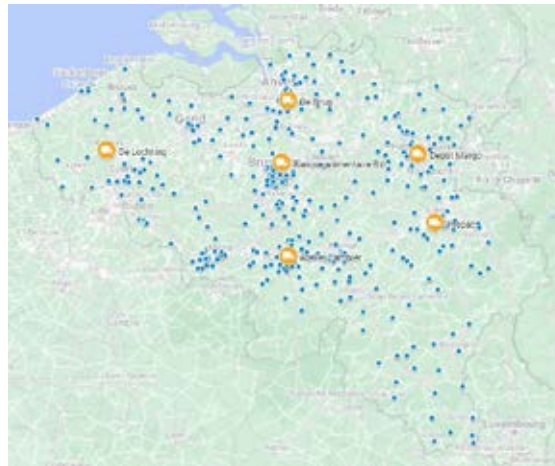
Watch our video



Opening a collection point in Brussels

Since February 2023, social organisations have also been able to collect their orders in Brussels, in addition to the existing collection points in Charleroi and Antwerp. For this service, Goods to Give works closely with the Brussels Food Banks.

This means that associations in Brussels and the surrounding area can collect their food parcels and Goods to Give orders for non-food products from the same place. **In 2024, three new collection points will be added in Liège, Roeselare and Diepenbeek.**



Solidarity action days with our partners Yves Rocher, P&G, AG, L'Oréal, BNP Paribas Fortis and Puilaetco

As we do every year, we organised solidarity action days with our product partners. This is an ideal opportunity to immerse partners in our mission and make a real commitment to the organisations we work with. This year certainly lived up to expectations!

Six companies sent enthusiastic teams who sorted the donated products, repackaged them, and even turned them into hygiene kits. We firmly believe in the power of these solidarity action days, as they enable us to build a bridge between the world of business and the social organisations. We think it's important to involve our partners closely in what we do.

Thank you to **Yves Rocher, P&G, AG, L'Oréal, BNP Paribas Fortis and Puilaetco** for their involvement!



OUR IMPACT

KEY MOMENTS IN 2023

Rotary & Inner Wheel

In 2023, a number of Rotary clubs and the ladies of the Inner Wheel club in Antwerp supported local organisations by paying **for transport and/or sponsoring gift vouchers** that enable organisations to order products from us free of charge.

For these Rotary and Inner Wheel clubs, this is also an ideal opportunity to meet and get to know local organisations. And for social organisations, it's a major helping hand - so it's a win-win situation!



Collaboration with the Mons-Borinage Rotary Club

A visit with our partner associations

Once again this year, we took **our main product partners to visit some social organisations**. They were able to see the impact of their product donations for themselves, as well as how the organisations work. And every time, these exciting encounters capture the attention of these businesses, as social organisations often have to make do with limited resources but continue to move mountains for people in need.

The positive impact of these companies' donations is therefore an incentive for them to continue donating their surplus products.

"This visit made me realise the need to donate our products to Goods to Give and, by extension, to organisations like Tonuso, who do such wonderful work. It makes me feel good to see the positive impact that our products have on these young girls. They may be small things, but they are meaningful because they help. For us, it's further confirmation that we need to keep on giving."

Erik Troost, L'Oréal Sustainability Director

Meeting with Agence du Don en Nature

As has become customary, we meet regularly with **our sister organisation in France, l'Agence du Don en Nature**. We bring the two teams together and reflect on our challenges, our common objectives and the way we operate.

We thought about the best way to do what we each do: redistribute more essential non-food products to more people in poverty.

We are both convinced that we are not yet meeting every need. A day full of inspiration!



OUR IMPACT

KEY MOMENTS IN 2023

Visit from Belgian Minister Karine Lalieux

Goods to Give was honoured to welcome the Belgian Minister for Social Integration and Combating Poverty, Karine Lalieux, on 27 June.

We talked about the importance of personal care and hygiene products in everyone's daily life, even for people in poverty.

The Minister took the time to look at how we operate, and our mission: to give everyone access to basic necessities.



A Golden Pallet for Beiherdsdorf

2023 is also the **10-year anniversary of collaborating with Beiherdsdorf**: it was in 2013 that the first NIVEA, Eucerin and Hansaplast products were redistributed to our network of social organisations in Belgium. Goods to Give awarded the "Golden Pallet" award to Marc Herinckx and Karin de Koning for this wonderful collaboration!

In 2023, Beiherdsdorf was able to help 274 social organisations throughout Belgium thanks to 65,586 donated products. Certainly an impactful collaboration! We couldn't let this opportunity pass us by: we joined forces and organised a major teambuilding event for the occasion!



Back to School with a Smile

In 2023, we re-ran our 'Back to School' project for a solidarity-themed back-to-school experience! Thanks to support from **nine of our partners, we were able to redistribute 36,767 school products to 146 social organisations** across Belgium. Backpacks, pencil cases, water bottles, lunch boxes, and writing implements: all new items for children and teenagers, helping them with their social inclusion. Many thanks to our loyal partners!



"It's great to see the smiling faces of the children with their new schoolbags."

Kris Heylen, 'Mensen in Nood' (MIN) in Mol

OUR IMPACT

KEY MOMENTS IN 2023

International Day for the Eradication of Poverty with our ambassadors!

For the International Day for the Eradication of Poverty on 17 October, not only did we ask our product partners to pay even more attention to their essential non-food surplus, but we also **took our team of volunteers to our Atelier Cambier warehouse**. We introduced them to the social enterprise and our warehouse, and together, we rolled up our sleeves to sort and prepare items specifically donated for this occasion, to redistribute to people in poverty.



Supply Chain Awards

Goods to Give had the honour of attending the **prestigious Supply Chain Awards 2023**. In front of a panel of experts, we presented our project to optimise distribution to our network of social organisations. We ended up winning the **People's Choice Award**, which Jérôme was very proud to accept.



Nuit du Bien Commun fundraiser

Goods to Give was one of **nine prize winners** invited to the La Nuit du Bien Commun **fundraiser** at the magnificent Flagey Centre. Our colleague Marie had three minutes to introduce the Goods to Give mission, and managed to raise **over €40,000** to support our operations.

It was great to take part in this evening of community spirit, but also to share the stage with other incredible and inspiring projects.



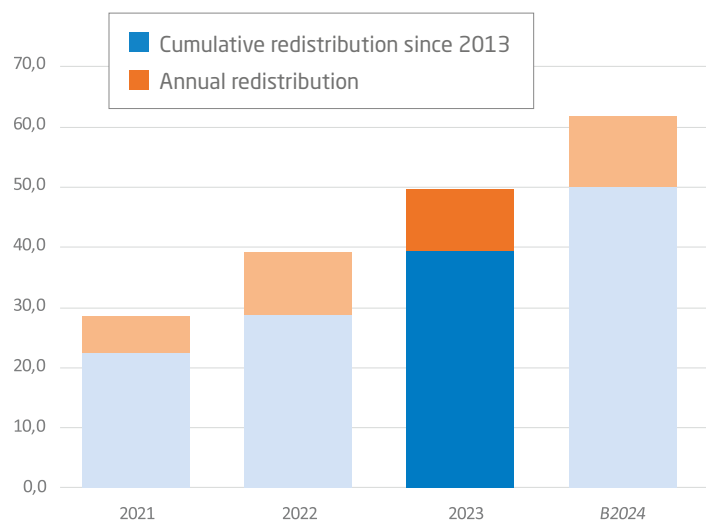
ECONOMIC MODEL

THE GOODS TO GIVE BUSINESS MODEL

The Goods to Give business model is simple: companies donate their unsold non-food items to us free of charge, and social enterprises pay a small contribution for their orders on our online shop. We aim for revenue of around **10% of the market value of all products redistributed in the course of a year.**

Since the launch of Goods to Give, **€50 million worth of products have been redistributed, including €10.7 million in 2023.** This is the second time we have surpassed the €10 million mark, which was reached for the first time in 2022.

Market value redistributed (€ millions)

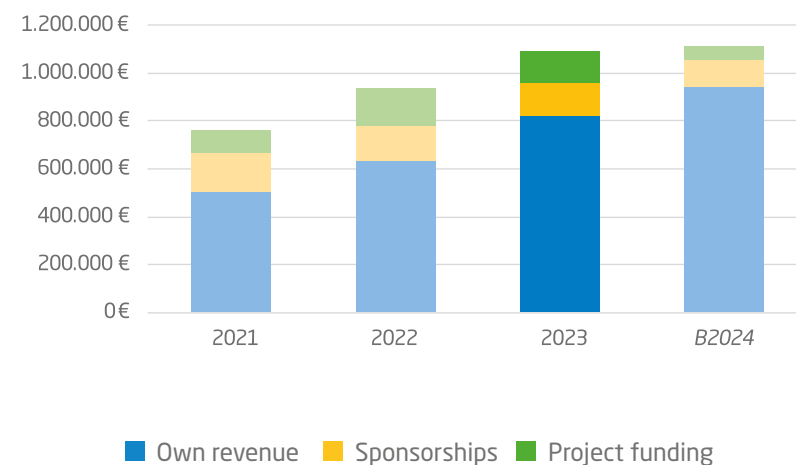


REVENUE 2023

In addition to our own revenue from redistribution (€822,000), there were two other sources of funding in 2023, namely sponsorships (€139,000) and funding for specific projects (€133,000). This brought our total revenue to €1,094,000.

Full details can be found in the table on the next page.

Breakdown of our revenue



FINANCES

PROFITS AND LOSSES

	2022	2023	B2024
Market value of redistributed products (€ million)	10.5	10.7	12.0
In thousands of €			
Solidarity contributions	632	822	942
Sponsorships	150	139	115
Project financing	156	133	55
Other operating income	2	0	0
Operating income	940	1,094	1,112

Payroll costs	-422	-480	-581
Logistics and transport	-307	-245	-300
Management and IT systems	-36	-47	-55
Communications	-12	-6	-8
Specific projects	-73	-77	-44
Overhead	-73	-82	-113
Expenses	-923	-937	-1,101

Operating profit	17	157	11
Depreciation	-16	-32	-30
Extraordinary financial support	86	0	66
Allocated funds and provisions	0	-75	0
Profit for the financial year	1	50	47

PROFITS AND LOSSES 2023

Total expenses in 2023 amounted €937,000. This was a slight increase compared to 2022, mainly due to higher salary costs. Nevertheless, the overall cost structure remained largely unchanged, with labour costs accounting for 51% of costs and logistics for 26%. The remaining 23% relates to smaller items that recur every year, such as IT, communications, specific project costs and overheads.

The net operating profit was €157,000. This figure is higher than in previous years, mainly because of additional funding for projects already planned and also because the solidarity contribution percentage has increased (i.e. 7.7% of the market value of all redistributed products in 2023, compared to 6.0% in 2022).

After accounting for depreciation (-€32,000), and setting aside a provision for company liabilities (-€75,000), the final result for the year is a profit of €50,000. This surplus is added to the profit carried over (which now stands at €113,000). Our annual accounts are drawn up under the supervision of the consultancy firm E&Y and, after approval by the General Meeting, can be consulted on the website of the Central Balance Sheet Office of the National Bank of Belgium.

Cash flow is a key performance indicator for Goods to Give.

This is the percentage of all operating costs (€969,000) covered by income from redistribution (€822,000). In 2023, our self-financing rate was 85%, higher than in previous years. However, it should be noted that we are only able to grow our activities thanks to part of our costs being funded by our financial partners.

In 2024, we hope to redistribute even more products. We are aiming for a total market value of €12 million. As a result of this growth, and despite the recruitment of a new employee, the self-financing ratio should remain above 80%.

Performance indicators	2022	2023	B2024
Self-financed operating costs	67%	85%	83%
Redistributed market value per employee	€1,641,000	€1,783,000	€1,791,000
Staff costs/redistributed market value	4%	4%	5%
Operating expenses/distributed market value	9%	9%	9%

GOODS TO GIVERS

EVERYDAY LIFE

In 2023, our Goods to Give team underwent a number of changes:

We said goodbye to two colleagues (Carina & Dorien).

We wish Carina a well-deserved retirement! Dorien has moved to South America and we wish him all the best.

In 2023 and early 2024, we welcomed 3 new recruits!

Laurence Bounameaux (see group photo) replaces Louise Janssens in managing and developing partnerships with our corporate donors, scouting for surpluses of essential non-food products.



We will also be welcoming a new colleague at the beginning of 2024 to support Laurence's corporate donor management. Welcome to **Nicolas** Hannecart. Both have the same objective: to collect more essential non-food products for people in poverty.

Louise has joined **Marie** to help manage the network of social organisations.

This network plays a crucial role in Goods to Give's mission, as it distributes the products directly to disadvantaged people. Good management is therefore essential, and it's in good hands. She will also remain in charge of communications.

Cathy (see group photo) replaces Carina as the administrative Swiss army knife, providing hands-on administration and account management.

Between these two groups, **Jérôme** and **Kaoutar** manage all the logistics: product delivery, online catalogue, sorting and collecting orders from our colleagues at Atelier Cambier, distributing products to organisations, and so on.

And **Remco**, as captain of the ship, coordinates the projects and sets the course for this happy team!

Goods to Give's activities are growing thanks to a number of motivated and committed people.

The Goods to Give team consisted of 8 people at the beginning of 2024, who are responsible for its day-to-day management. With the help of volunteers, this team of 8 people responds to the challenges that the ever-growing Goods to Give has to face every day.

"My name is Cathy, I'm 58 and I've worked for several employers before joining Goods to Give in 2023 as an administrative and accounting assistant. At Goods to Give, all my values are respected: well-being in the workplace, diversity, transparency and so on. It's great to see that companies are showing more and more trust in us, because their donations are becoming more and more important. This is good news for our beneficiaries, which are growing in number. I hope to be able to contribute in my own way to a fairer and more sustainable society, and I'm happy to have - at last - found a way to do so and a place where I can be myself. And that's priceless!"



Cathy De Greef, Accounting and Administration



The Goods to Give team in 2023 (from left to right)

Jérôme Merlin - Logistics and IT
Marie de Harenne - Social Organisations Network Manager (FR)
Cathy De Greef - Accounting & Administration
Remco Ruiter - Managing Director
Kaoutar Smani Lmadani - Logistics

Laurence Bounameaux - Corporate Donor Partnerships Manager
Louise Janssens - Social Organisations Network Manager (NL) & Communications

OUR VOLUNTEERS



We have **17 active ambassadors** in contact with 81% of our network and **7 volunteers** taking part in various projects.

At Goods to Give, volunteers (our ambassadors) are an integral part of the team. They are the link between the social organisations and the team, and are involved in various Goods to Give projects (logistics, audits, IT, communication, etc.). They're fantastic and indispensable!

Each year, our social organisations are visited by a Goods to Give ambassador and are asked the following questions: "How are you doing?", "What are your needs at the moment?", "Do you have any new activities?", "How did your last orders go?"

These visits are an opportunity to not only hear from people, but also to better respond to their needs.

The ambassadors devote around 2 days a month to these visits, and each one is responsible for a specific province or region. It's a chance to get to know the network of organisations in your area and meet new people!



"It's always exciting to meet new people and represent Goods to Give. Thank you for putting your trust in me."

Anne-Michèle
(Brussels ambassador)



Goods to Give volunteers in 2023

Ingrid de Vos (Flemish Brabant) - **Marie-Claire Grimonster** (Luxembourg) - **Evelyne Marsily** (Antwerp) - **Philippe de Bonhomme** (Namur - Luxembourg) - **Eddy Vanhorebeek** (Charleroi and Walloon Brabant) - **Hughes Terlinden** (Logistics) - **Anne-Michèle de Halleux** (Brussels) - **Patrick Maurissen** (Liège) - **Raymond Halluent** (Walloon Brabant) - **Lucy Bogaerts** (Flemish Brabant, Campine du Nord and projects) - **Patrick Maurissen** (Liège) - **Aline Donck** (projects and audit) - **Jean-François and Cécile Gallez** (Tournai) - **Katrien Janssen** (East Flanders) - **Dirk Cardoen** (West Flanders) - **Guy Turchet** (Charleroi) - **Raymond Halluent** (Walloon Brabant) - **Raymond Halluent** (Walloon Brabant) - **Guy Turchet** (Charleroi) - **Eric Carlier** (Brussels and projects) - **Uno Rodriguez** (Prospecting) - **Dominique Merlin** (Antwerp and Brussels) - **Frank Verzele** (East Flanders) - **Carina Rooselaers** (roving reporter) - **Michel Wastiau** (Mons) - **Charissa Parmanand** (Audit)

GOVERNANCE

The Board of Directors

In 2023, five directors decided to retire from the Board: our warmest thanks to **Gérard, Jacquelin, Luc, Michel and Nathalie** for their commitment.

All these years of selfless commitment have helped to make our organisation what it is today. We would like to thank you for this and we will do our utmost to continue your work in the same spirit.

Here is the new Board of Directors:



Dominique
de Ville de Goyet
Chair



Brigitte
Bekaert
Vice-Chair



Laurent-Paul
Van Steirtegem
Vice-Chair



Philippe
de Bonhome



Sabine Caudron



Nathalie De Greve



Yves d'Audiffret



Benoît Nachtergaele



Hughes Terlinden



Matthieu Soubry

The General Meeting

In addition to the directors, the General Meeting contains the following members:

Isaline Desclée
Michel Eeckhout
Gérard de Laminne
Jacquelin d'Oultremont

Jacques-Etienne de T'Serclaes
Nathalie de T'Serclaes
Roland Vaxelaire
Luc Vlaminck

Advisory Board

Goods to Give also benefits from the support of its Advisory Board:

- **William Blomme**, Director
- **Philippe de Buck van Overstraeten**, Honorary CEO of Business Europe
- **Bruno de Cartier**, Former Director of Mediahuis Partners
- **Heidi Delobelle**, CEO of AG
- **Victor Delloye**, Managing Director Charles-Albert Frère Foundation
- **Nathalie van Hoorebeek**, ACR Partner EY
- **Dominique Michel**, CEO of Comeos
- **Maarten Rooijackers**, CEO of CapitalatWork
- **Stefan Sablon**, Lawyer
- **Thierry Smets**, Former CEO of NewB
- **Michel Tilmant**, Director and Chair of CapitalatWork



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