

**Goodwill Industries of South Mississippi and Mississippi Goodworks  
Combined Income Statement  
For The 3 Periods Ended 3/31/2018**

	Budget			Budget		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
<b>REVENUE</b>						
Retail	608,167	640,232	(32,065)	1,611,566	1,920,696	(309,130)
Grants	0	2,083	(2,083)	0	6,249	(6,249)
Contributions	3,318	8,333	(5,015)	11,097	24,999	(13,902)
Salvage	42,266	32,709	9,557	114,151	98,127	16,024
Interest	1,507	2,146	(639)	4,357	6,438	(2,081)
Goodworks	319,356	312,627	6,729	956,381	937,881	18,500
Commercial	28,675	27,209	1,466	85,937	81,627	4,310
WFD	5,310	12,500	(7,190)	37,260	37,500	(240)
Miscellaneous Income	699	0	699	736	0	736
<b>TOTAL REVENUE</b>	<b>1,009,298</b>	<b>1,037,839</b>	<b>(28,541)</b>	<b>2,821,485</b>	<b>3,113,517</b>	<b>(292,032)</b>
<b>COST OF SALES-NEW GOODS</b>	<b>(48)</b>	<b>0</b>	<b>(48)</b>	<b>(48)</b>	<b>0</b>	<b>(48)</b>
<b>GROSS PROFIT</b>	<b>1,009,250</b>	<b>1,037,839</b>	<b>(28,589)</b>	<b>2,821,437</b>	<b>3,113,517</b>	<b>(292,080)</b>
<b>EXPENSES</b>						
Salary & Wages	585,855	637,788	51,933	1,729,830	1,913,364	183,534
FICA	40,845	44,835	3,990	120,645	134,505	13,860
UNEMP COMP	2,489	3,570	1,081	7,996	10,710	2,714
WORKER COMP	29,336	22,874	(6,462)	89,304	68,622	(20,682)
Legal	0	1,850	1,850	229	5,550	5,321
Software Services	2,367	0	(2,367)	8,181	0	(8,181)
Commission	14,076	14,395	319	47,930	43,185	(4,745)
Contract Labor	5,236	1,103	(4,133)	13,414	3,309	(10,105)
Professional	0	2,192	2,192	0	6,576	6,576
Sales & Administrative	13,350	9,899	(3,451)	32,099	29,697	(2,402)
Uniforms	0	0	0	1,429	0	(1,429)
Supplies	36,927	35,659	(1,268)	98,571	106,977	8,406
Housekeeping	519	674	155	1,599	2,022	423
Phone & Internet	8,295	8,250	(45)	21,987	24,750	2,763
Postage	574	2,946	2,372	992	8,838	7,846
Rent	51,278	87,266	35,988	181,117	261,798	80,681
Insurance	16,036	25,110	9,074	39,034	75,330	36,296
Interest	2,627	3,488	861	8,021	10,464	2,443
Building Maintenance	714	4,307	3,593	2,425	12,921	10,496
Property Taxes	(721)	208	929	3,630	624	(3,006)
Security & Surveillance	175	424	249	1,023	1,272	249
Utilities	14,873	20,520	5,647	56,495	61,560	5,065
Trash Removal	10,622	12,305	1,683	34,870	36,915	2,045
Equipment Maintenance	3,351	1,396	(1,955)	10,349	4,188	(6,161)
Marketing & Advertising	10,322	8,032	(2,290)	24,573	24,096	(477)
Leasing	1,430	0	(1,430)	3,926	0	(3,926)
Auto	14,734	8,103	(6,631)	36,533	24,309	(12,224)
Travel	3,598	6,178	2,580	11,420	18,534	7,114
Training	567	1,284	717	2,772	3,852	1,080
Medical	63	30	(33)	63	90	27
GII Marketing Campaign	0	0	0	3,500	0	(3,500)
Charitable Contributions	0	0	0	1,305	0	(1,305)
Community Outreach	253	4,643	4,390	6,772	13,929	7,157
Membership Dues	8,042	9,157	1,115	24,126	27,471	3,345
Registration Fee	1,228	394	(834)	5,687	1,182	(4,505)
Awards	0	0	0	0	0	0
Misc Expense	288	938	650	288	2,814	2,526
Employee Relations	250	940	690	810	2,820	2,010
Drug Analysis	599	205	(394)	1,582	615	(967)
Annual Awards Banquet	0	1,013	1,013	0	3,039	3,039
<b>TOTAL EXPENSES</b>	<b>880,198</b>	<b>981,976</b>	<b>101,778</b>	<b>2,634,527</b>	<b>2,945,928</b>	<b>311,401</b>
<b>INCOME BEFORE DEPRECIATION</b>	<b>129,052</b>	<b>55,863</b>	<b>73,189</b>	<b>186,910</b>	<b>167,589</b>	<b>19,321</b>
Depreciation	33,677	30,805	(2,872)	101,271	92,415	(8,856)
<b>NET INCOME (LOSS)</b>	<b>95,375</b>	<b>25,058</b>	<b>70,317</b>	<b>85,639</b>	<b>75,174</b>	<b>10,465</b>

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