

Goodwill Industries of South Mississippi
Income Statement
For The 10 Periods Ended 10/31/2017

	Prior Year			Prior		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
REVENUE						
Contributions	341	155	186	1,984	2,915	(931)
GW Employee Contributions	0	0	0	0	(206)	206
Sales	603,795	641,016	(37,221)	5,503,599	5,403,743	99,856
Cost of Sales: New Goods	(461)	(8,246)	7,785	(43,083)	(142,206)	99,123
Sales Discounts	(46,284)	(76,141)	29,857	(460,929)	(406,295)	(54,634)
Salvage	34,990	34,044	946	389,679	337,901	51,778
Interest Income	0	0	0	118	54	64
Gain (Loss) Disposition Asset	0	0	0	(12,650)	(36,884)	24,234
Grant Revenue	7,000	0	7,000	7,000	0	7,000
Revenue	41,462	6,413	35,049	229,750	72,829	156,921
Adjustment	500	519	(19)	5,362	4,774	588
Cash Over & Short	(169)	(27)	(142)	(15)	(1,145)	1,130
Miscellaneous Income	0	0	0	259	24	235
TOTAL REVENUE	641,174	597,733	43,441	5,621,074	5,235,504	385,570
GROSS PROFIT	641,174	597,733	43,441	5,621,074	5,235,504	385,570
EXPENSES						
Salary & Wages	364,667	293,194	(71,473)	3,122,334	2,919,619	(202,715)
GoodworX Labor	0	0	0	0	48	48
FICA	27,473	21,520	(5,953)	231,629	221,772	(9,857)
UNEMP COMP	827	547	(280)	11,734	14,853	3,119
WORKER COMP	17,600	11,958	(5,642)	131,721	114,994	(16,727)
Legal Fee	3,510	819	(2,691)	4,994	8,288	3,294
Commission	6,034	2,213	(3,821)	38,430	26,996	(11,434)
Contract Labor	0	61	61	1,538	886	(652)
Professional Fees	1,500	5,885	4,385	31,215	20,885	(10,330)
Sales Administrative Expense	12,086	9,918	(2,168)	94,380	88,617	(5,763)
Admin Allocation	(25,198)	(20,044)	5,154	(235,282)	(189,797)	45,485
Uniforms	0	0	0	2,825	0	(2,825)
Safety Supplies	0	295	295	589	443	(146)
Supplies	27,508	8,195	(19,313)	213,285	97,862	(115,423)
Display & Design Expense	0	0	0	8,512	0	(8,512)
Office Supplies	0	0	0	929	1,643	714
Housekeeping	407	848	441	5,929	5,630	(299)
Phone	6,397	4,593	(1,804)	49,890	51,677	1,787
Vehicle Tracking Service	385	385	0	3,852	3,959	107
Postage	404	3,555	3,151	16,355	30,150	13,795
Rent	62,810	51,377	(11,433)	515,019	518,871	3,852
Insurance	15,630	18,962	3,332	165,683	168,731	3,048
Interest Expense	3,114	3,211	97	31,789	35,406	3,617
Building Upkeep	1,321	920	(401)	17,910	23,535	5,625
Property Taxes	0	0	0	0	5,552	5,552
Security Expense	19	826	807	4,143	5,051	908
Utilities	16,446	17,702	1,256	151,103	165,232	14,129
Trash Removal	10,264	8,431	(1,833)	98,686	91,788	(6,898)
Equipment Upkeep	2,156	1,240	(916)	27,292	11,173	(16,119)
Print & Pub	10,388	7,750	(2,638)	48,329	39,718	(8,611)
Leasing	690	0	(690)	736	0	(736)
Consumable Auto Sup	3,773	2,314	(1,459)	30,158	24,238	(5,920)
Vehicle Upkeep	2,135	1,269	(866)	27,207	19,656	(7,551)
Auto Insurance	1,624	1,694	70	16,215	17,360	1,145
Licenses	528	598	70	4,010	4,015	5
Orientation Expense-HR	0	0	0	19	0	(19)
Travel	2,949	4,642	1,693	34,217	17,543	(16,674)
Training	636	785	149	10,083	4,925	(5,158)
Medical	0	0	0	0	357	357
Charitable Contributions	0	0	0	1,375	0	(1,375)
Community Appreciation	123	0	(123)	123	0	(123)
Membership Dues	5,388	5,388	0	53,880	52,517	(1,363)
Registration Fee	906	0	(906)	6,433	4,135	(2,298)
Awards	0	0	0	250	3,629	3,379
Misc Expense	609	27	(582)	1,078	346	(732)
Employee Relations	76	177	101	2,011	413	(1,598)
Drug Testing Expense	1,227	119	(1,108)	9,452	1,638	(7,814)
Annual Awards Banquet	0	0	0	12,913	2,666	(10,247)
TOTAL EXPENSES	586,412	471,374	(115,038)	5,004,973	4,637,020	(367,953)
INCOME BEFORE DEPRECIATION	54,762	126,359	(71,597)	616,101	598,484	17,617
Depreciation	28,312	26,425	(1,887)	262,561	288,326	25,765
NET INCOME (LOSS)	26,450	99,934	(73,484)	353,540	310,158	43,382

UNAUDITED-FOR MANAGEMENT USE ONLY