

**Goodwill Industries of South Mississippi
Income Statement
For The 5 Periods Ended 5/31/2017**

	Prior Year			Prior		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
REVENUE						
Net Sales	524,885	443,859	81,026	2,504,777	2,482,186	72,601
Contributions	56	(0)	56	1,303	994	309
Salvage	49,588	32,566	17,022	202,290	147,843	54,447
Gain (Loss) Disposition Asset	(0)	(0)	0	(2,344)	4,625	(6,969)
Revenue	3,970	10,782	(6,812)	26,920	42,367	(15,447)
Miscellaneous Income	(0)	7	(7)	80	7	73
NET REVENUE	578,499	487,214	91,285	2,733,026	2,678,022	55,004
COST OF SALES-NEW GOODS	(0)	(14,866)	14,866	(38,537)	(100,937)	62,400
GROSS PROFIT	578,499	472,348	106,151	2,694,489	2,577,085	117,404
EXPENSES						
Salary & Wages	295,947	302,408	6,461	1,450,305	1,486,572	36,267
GoodworX Labor	0	0	0	0	48	48
FICA	21,809	22,298	489	106,810	115,763	8,953
UNEMP COMP	1,124	1,360	236	6,949	10,472	3,523
WORKER COMP	11,908	10,227	(1,681)	58,402	43,092	(15,310)
Legal Fee	0	0	0	435	6,475	6,040
Commission	5,231	907	(4,324)	16,244	11,714	(4,530)
Contract Labor	161	30	(131)	673	405	(268)
Professional Fees	17,000	0	(17,000)	17,000	0	(17,000)
Sales Administrative Expense	8,806	8,133	(673)	43,060	44,121	1,061
Admin Allocation	(21,688)	(19,242)	2,446	(118,079)	(96,176)	21,903
Uniforms	1,124	0	(1,124)	1,124	0	(1,124)
Safety Supplies	0	0	0	0	148	148
Supplies	24,108	7,342	(16,766)	73,413	47,478	(25,935)
Display & Design Expense	0	0	0	4,098	0	(4,098)
Office Supplies	0	159	159	461	747	286
Housekeeping	215	378	163	2,735	2,603	(132)
Phone	4,338	5,079	741	21,659	27,065	5,406
Vehicle Tracking Service	385	385	0	1,926	1,926	0
Postage	2,516	3,281	765	12,903	15,528	2,625
Rent	51,376	56,739	5,363	263,126	259,268	(3,858)
Insurance	16,210	17,345	1,135	83,682	81,518	(2,164)
Interest Expense	2,950	3,396	446	15,258	18,549	3,291
Building Upkeep	5,374	2,233	(3,141)	11,125	16,945	5,820
Property Taxes	0	104	104	0	5,552	5,552
Security Expense	304	19	(285)	2,502	2,605	103
Utilities	12,113	13,447	1,334	63,696	69,185	5,489
Trash Removal	9,418	10,208	790	46,847	45,150	(1,697)
Equipment Upkeep	5,234	1,985	(3,249)	11,837	5,897	(5,940)
Print & Pub	3,885	5,201	1,316	14,783	17,512	2,729
Consumable Auto Sup	2,690	2,925	235	12,707	11,744	(963)
Vehicle Upkeep	929	502	(427)	7,741	8,914	1,173
Auto Insurance	1,624	1,694	70	8,123	8,889	766
Licenses	735	781	46	1,834	1,652	(182)
Travel	2,927	1,827	(1,100)	16,489	7,493	(8,996)
Training	2,152	2,045	(107)	7,146	2,465	(4,681)
Medical	0	357	357	0	357	357
Charitable Contributions	0	0	0	500	0	(500)
Membership Dues	5,388	5,388	0	26,940	25,577	(1,363)
Registration Fee	198	0	(198)	3,704	2,913	(791)
Awards	0	100	100	600	2,479	1,879
Misc Expense	16	0	(16)	405	805	400
Employee Relations	205	0	(205)	812	125	(687)
Drug Testing Expense	331	84	(247)	639	418	(221)
Annual Awards Banquet	0	0	0	12,913	2,666	(10,247)
Depreciation	25,896	29,414	3,518	128,987	150,635	21,648
TOTAL EXPENSES	522,939	498,539	(24,400)	2,442,514	2,467,294	24,780
NET INCOME (LOSS)	55,560	(11,325)	66,885	290,512	210,728	79,784

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