

**Goodwill Industries of South Mississippi
Income Statement
For The 9 Periods Ended 9/30/2017**

| | Prior Year | | | Prior | | |
|-----------------------------------|-----------------|----------------|------------------|------------------|------------------|------------------|
| | Period to Date | Period to Date | Variance | Year to Date | Year to Date | Variance |
| REVENUE | | | | | | |
| Net Sales | 490,593 | 464,567 | 26,026 | 4,490,178 | 4,435,714 | 54,464 |
| Contributions | 175 | 1,160 | (985) | 1,643 | 2,554 | (911) |
| Salvage | 27,710 | 34,242 | (6,532) | 354,689 | 303,857 | 50,832 |
| Interest Income | 0 | 0 | 0 | 118 | 54 | 64 |
| Gain (Loss) Disposition Asset | (6,281) | 0 | (6,281) | (12,650) | (36,884) | 24,234 |
| Revenue | 37,286 | 5,652 | 31,634 | 188,288 | 66,416 | 121,872 |
| Miscellaneous Income | 0 | 0 | 0 | 259 | 24 | 235 |
| TOTAL REVENUE | 549,483 | 505,621 | 43,862 | 5,022,525 | 4,771,735 | 250,790 |
| COST OF SALES-NEW GOODS | (407) | (3,883) | 3,476 | (42,621) | (133,960) | 91,339 |
| GROSS PROFIT | 549,076 | 501,738 | 47,338 | 4,979,904 | 4,637,775 | 342,129 |
| EXPENSES | | | | | | |
| Salary & Wages | 334,905 | 275,901 | (59,004) | 2,757,664 | 2,626,430 | (131,234) |
| GoodworX Labor | 0 | 0 | 0 | 0 | 48 | 48 |
| FICA | 24,835 | 20,318 | (4,517) | 204,153 | 200,251 | (3,902) |
| UNEMP COMP | 889 | 734 | (155) | 10,907 | 14,309 | 3,402 |
| WORKER COMP | 15,164 | 10,649 | (4,515) | 114,122 | 103,035 | (11,087) |
| Legal Fee | 258 | 218 | (40) | 1,484 | 7,469 | 5,985 |
| Commission | 5,788 | 2,355 | (3,433) | 32,398 | 24,783 | (7,615) |
| Contract Labor | 200 | 80 | (120) | 1,538 | 825 | (713) |
| Professional Fees | 7,500 | 0 | (7,500) | 29,715 | 15,000 | (14,715) |
| Sales Administrative Expense | 8,940 | 8,701 | (239) | 82,297 | 78,701 | (3,596) |
| Admin Allocation | (23,596) | (16,911) | 6,685 | (210,084) | (169,753) | 40,331 |
| Uniforms | 0 | 0 | 0 | 2,825 | 0 | (2,825) |
| Safety Supplies | 0 | 0 | 0 | 589 | 148 | (441) |
| Supplies | 29,722 | 11,844 | (17,878) | 185,772 | 89,669 | (96,103) |
| Display & Design Expense | 2,640 | 0 | (2,640) | 8,512 | 0 | (8,512) |
| Office Supplies | 0 | 542 | 542 | 929 | 1,643 | 714 |
| Housekeeping | 686 | 443 | (243) | 5,523 | 4,781 | (742) |
| Phone | 4,962 | 3,903 | (1,059) | 43,491 | 47,087 | 3,596 |
| Vehicle Tracking Service | 385 | 770 | 385 | 3,467 | 3,574 | 107 |
| Postage | 209 | 3,744 | 3,535 | 15,951 | 26,594 | 10,643 |
| Rent | 58,035 | 51,103 | (6,932) | 452,208 | 467,493 | 15,285 |
| Insurance | 16,316 | 10,668 | (5,648) | 150,056 | 149,771 | (285) |
| Interest Expense | 3,125 | 3,391 | 266 | 28,674 | 32,195 | 3,521 |
| Building Upkeep | 2,356 | 540 | (1,816) | 16,590 | 22,615 | 6,025 |
| Property Taxes | 0 | 0 | 0 | 0 | 5,552 | 5,552 |
| Security Expense | 614 | 19 | (595) | 4,123 | 4,226 | 103 |
| Utilities | 20,429 | 22,110 | 1,681 | 134,658 | 147,531 | 12,873 |
| Trash Removal | 10,633 | 8,092 | (2,541) | 88,421 | 83,357 | (5,064) |
| Equipment Upkeep | 3,186 | 660 | (2,526) | 25,136 | 9,933 | (15,203) |
| Print & Pub | 7,766 | 4,905 | (2,861) | 37,941 | 31,968 | (5,973) |
| Leasing | 0 | 0 | 0 | 46 | 0 | (46) |
| Consumable Auto Sup | 4,379 | 2,804 | (1,575) | 26,385 | 21,925 | (4,460) |
| Vehicle Upkeep | 2,323 | 1,936 | (387) | 25,073 | 18,388 | (6,685) |
| Auto Insurance | 1,596 | 1,694 | 98 | 14,591 | 15,665 | 1,074 |
| Licenses | 141 | 279 | 138 | 3,482 | 3,418 | (64) |
| Orientation Expense-HR | 19 | 0 | (19) | 19 | 0 | (19) |
| Travel | 2,345 | 1,272 | (1,073) | 31,269 | 12,900 | (18,369) |
| Training | 255 | 140 | (115) | 9,448 | 4,140 | (5,308) |
| Medical | 0 | 0 | 0 | 0 | 357 | 357 |
| Charitable Contributions | 500 | 0 | (500) | 1,375 | 0 | (1,375) |
| Membership Dues | 5,388 | 5,388 | 0 | 48,492 | 47,129 | (1,363) |
| Registration Fee | 330 | 300 | (30) | 5,527 | 4,135 | (1,392) |
| Awards | 0 | 0 | 0 | 250 | 3,629 | 3,379 |
| Misc Expense | 5 | 0 | (5) | 469 | 319 | (150) |
| Employee Relations | 389 | 0 | (389) | 1,935 | 236 | (1,699) |
| Drug Testing Expense | 1,648 | 110 | (1,538) | 8,225 | 1,519 | (6,706) |
| Annual Awards Banquet | 0 | 0 | 0 | 12,913 | 2,666 | (10,247) |
| TOTAL EXPENSES | 555,265 | 438,702 | (116,563) | 4,418,559 | 4,165,661 | (252,898) |
| INCOME BEFORE DEPRECIATION | (6,189) | 63,036 | (69,225) | 561,345 | 472,114 | 89,231 |
| Depreciation | 26,777 | 26,489 | (288) | 234,249 | 261,898 | 27,649 |
| NET INCOME (LOSS) | (32,966) | 36,547 | (69,513) | 327,096 | 210,216 | 116,880 |

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