

**Goodwill Industries of South Mississippi
Income Statement
For The 11 Periods Ended 11/30/2017**

| | Prior Year | | | Prior | | |
|--|----------------|-----------------|------------------|------------------|------------------|------------------|
| | Period to Date | Period to Date | Variance | Year to Date | Year to Date | Variance |
| REVENUE | | | | | | |
| Net Sales | 518,290 | 465,099 | 53,191 | 5,566,304 | 5,466,171 | 100,133 |
| Grant Revenue | 0 | 0 | 0 | 7,000 | 0 | 7,000 |
| Contributions | 722 | 98 | 624 | 2,707 | 2,807 | (100) |
| Salvage | 29,348 | 27,441 | 1,907 | 419,027 | 365,342 | 53,685 |
| Interest Income | 96 | 0 | 96 | 214 | 54 | 160 |
| Gain (Loss) Disposition Asset Revenue | 0 | 0 | 0 | (12,650) | (36,884) | 24,234 |
| | 46,149 | 0 | 46,149 | 275,899 | 72,829 | 203,070 |
| Miscellaneous Income | 235 | 0 | 235 | 494 | 24 | 470 |
| TOTAL REVENUE | 594,840 | 492,638 | 102,202 | 6,258,995 | 5,870,343 | 388,652 |
| COST OF SALES-NEW GOODS | (449) | (14,814) | 14,365 | (43,532) | (157,022) | 113,490 |
| GROSS PROFIT | 594,391 | 477,824 | 116,567 | 6,215,463 | 5,713,321 | 502,142 |
| EXPENSES | | | | | | |
| Salary & Wages | 358,828 | 272,841 | (85,987) | 3,481,165 | 3,192,456 | (288,709) |
| GoodworX Labor | 0 | 0 | 0 | 0 | 48 | 48 |
| FICA | 26,236 | 20,031 | (6,205) | 257,863 | 241,797 | (16,066) |
| UNEMP COMP | 791 | 465 | (326) | 12,525 | 15,319 | 2,794 |
| WORKER COMP | 16,646 | 11,141 | (5,505) | 148,361 | 126,136 | (22,225) |
| Legal Fee | 481 | 0 | (481) | 5,475 | 8,288 | 2,813 |
| Commission | 3,092 | 1,572 | (1,520) | 41,523 | 28,568 | (12,955) |
| Contract Labor | 0 | 55 | 55 | 1,538 | 941 | (597) |
| Professional Fees | 3,700 | 6,300 | 2,600 | 34,915 | 27,185 | (7,730) |
| Sales Administrative Expense | 9,949 | 6,884 | (3,065) | 104,328 | 95,500 | (8,828) |
| Admin Allocation | (29,642) | (17,616) | 12,026 | (264,924) | (207,413) | 57,511 |
| Uniforms | 0 | 0 | 0 | 2,825 | 0 | (2,825) |
| Safety Supplies | 0 | 0 | 0 | 589 | 443 | (146) |
| Supplies | 17,416 | 11,986 | (5,430) | 230,695 | 109,848 | (120,847) |
| Display & Design Expense | 0 | 0 | 0 | 8,512 | 0 | (8,512) |
| Office Supplies | 0 | 0 | 0 | 929 | 1,643 | 714 |
| Housekeeping | 497 | 482 | (15) | 6,426 | 6,112 | (314) |
| Phone | 6,431 | 4,566 | (1,865) | 56,321 | 56,241 | (80) |
| Vehicle Tracking Service | 385 | 385 | 0 | 4,237 | 4,344 | 107 |
| Postage | (29) | 2,395 | 2,424 | 16,326 | 32,544 | 16,218 |
| Rent | 62,810 | 51,282 | (11,528) | 577,829 | 570,153 | (7,676) |
| Insurance | 16,984 | 19,121 | 2,137 | 182,668 | 187,854 | 5,186 |
| Interest Expense | 3,044 | 3,315 | 271 | 34,834 | 38,720 | 3,886 |
| Building Upkeep | 4,955 | 2,114 | (2,841) | 22,864 | 25,648 | 2,784 |
| Property Taxes | 0 | 0 | 0 | 0 | 5,552 | 5,552 |
| Security Expense | 155 | 19 | (136) | 4,298 | 5,070 | 772 |
| Utilities | 17,608 | 13,428 | (4,180) | 168,707 | 178,661 | 9,954 |
| Trash Removal | 9,963 | 9,109 | (854) | 108,648 | 100,898 | (7,750) |
| Equipment Upkeep | 1,692 | 1,293 | (399) | 28,984 | 12,466 | (16,518) |
| Print & Pub | 4,711 | 1,684 | (3,027) | 53,040 | 41,401 | (11,639) |
| Leasing | 1,244 | 0 | (1,244) | 1,987 | 0 | (1,987) |
| Consumable Auto Sup | 4,431 | 2,442 | (1,989) | 34,588 | 26,681 | (7,907) |
| Vehicle Upkeep | 2,098 | 2,305 | 207 | 29,305 | 21,961 | (7,344) |
| Auto Insurance | 1,624 | 1,694 | 70 | 17,840 | 19,054 | 1,214 |
| Licenses | 273 | 20 | (253) | 4,284 | 4,035 | (249) |
| Orientation Expense-HR | 0 | 0 | 0 | 19 | 0 | (19) |
| Travel | 3,279 | 2,440 | (839) | 37,493 | 19,986 | (17,507) |
| Training | 746 | 200 | (546) | 10,829 | 5,125 | (5,704) |
| Medical | 0 | 0 | 0 | 0 | 357 | 357 |
| Charitable Contributions | 0 | 0 | 0 | 1,375 | 0 | (1,375) |
| Community Appreciation | 1,050 | 0 | (1,050) | 1,173 | 0 | (1,173) |
| Membership Dues | 5,388 | 5,388 | 0 | 59,268 | 57,905 | (1,363) |
| Registration Fee | 937 | 525 | (412) | 7,370 | 4,660 | (2,710) |
| Awards | 0 | 500 | 500 | 250 | 4,129 | 3,879 |
| Misc Expense | 0 | 72 | 72 | 1,078 | 418 | (660) |
| Employee Relations | 1,267 | 59 | (1,208) | 3,278 | 471 | (2,807) |
| Drug Testing Expense | 460 | 0 | (460) | 9,912 | 1,638 | (8,274) |
| Annual Awards Banquet | 0 | 0 | 0 | 12,913 | 2,666 | (10,247) |
| TOTAL EXPENSES | 559,500 | 438,497 | (121,003) | 5,564,463 | 5,075,509 | (488,954) |
| INCOME BEFORE DEPRECIATION | 34,891 | 39,327 | (4,436) | 651,000 | 637,812 | 13,188 |
| Depreciation | 29,873 | 26,425 | (3,448) | 292,434 | 314,749 | 22,315 |
| NET INCOME (LOSS) | 5,018 | 12,902 | (7,884) | 358,566 | 323,063 | 35,503 |

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