

**Goodwill Industries of South Mississippi (GWI)
Operating Budget 2018**

	Actual 2016	Budget 2017	+/-	Budget 2018	Description/Assumptions
REVENUE					
Contributions	3,251	39,251	60,749	100,000	Round Up Campaign (full year)
Commercial Maintenance	-	-	322,000	322,000	Pass Christian SD contract
Philanthropy			25,000	25,000	Grants - Wells Fargo/Wal-Mart
Revenue	200	-	-	-	
Retail Sales	6,459,603	7,038,795	500,000		Relo of DH/Picayune & full yr HC/EV
2 New Stores - 2nd Qtr			500,000	8,038,795	Long Beach & Biloxi #2
Cost of Sales: New Goods	(166,935)	(166,935)	83,468	(83,467)	Mattresses & impulse products
Sales Discounts	(498,741)	(545,076)	272,538	(272,538)	Reduced sale days to 6
Salvage	392,507	392,507	-	392,507	
Interest Income	-	-	25,750	25,750	Investment of excess cash
Gain (Loss) Disposition Asset	(36,884)	-	-	-	
Revenue-WFD	77,231	77,231	72,769	150,000	SNAP E & T reimbursements
Adjustment	5,853	5,853		5,853	Sales tax discounts
Cash Over & Short	(1,519)	(1,519)		(1,519)	
Miscellaneous Income/Revenue	153	153		153	
Total REVENUE:	6,234,513	6,840,260	1,862,274	8,702,534	27.23%
EXPENSES					
Salary & Wages	3,595,831	4,085,719			
Support Staff			90,000		HR Business Partner & IT Specialist
Pass Christian SD			300,000		Staff costs for PCSD contract
New Stores staffing			215,000		Est. 43% payroll to revenue
WFD: Program Coordinator (FEC)			40,000		WFD staff
WFD: 2-Proj Mgrs & 2- Career Navs.			180,000		WFD staff
403b Match			51,000		100% match of first 1% invested
Pay Increases 5%			204,286	5,166,005	Increase avg. base pay
Comp Absences	(6,359)		-	-	
FICA	265,950	309,479	82,642	392,121	
UNEMP COMP	16,078	21,768	10,803	32,571	
WORKER COMP	141,560	141,560		141,560	
Legal Fee	10,825	10,825	10,000	20,825	Lease reviews
Commission-Salvage	29,522	29,522		29,522	
Contract Labor	1,175	1,175		1,175	
Professional Fees	27,185	21,300	5,000	26,300	Audit fee & 990 (no CARF)
Sales Admin Expense [Retail]	108,456	108,456	-	108,456	CC Processing
Admin Allocation	(228,682)	(251,682)	(30,000)	(281,682)	Allocation to GWX
Safety Award Program	-	-			
Safety Supplies	443	443	500	943	
Supplies	123,987	123,987	35,000	158,987	Janitorial/misc all locations
Software Expense	-	-		45,968	HRIS and Apricot (WFD)
Office Supplies	1,643	1,643	2,000	3,643	
Housekeeping	6,585	6,585	1,500	8,085	
Phone	60,628	60,628	25,000	85,628	All locations
Vehicle Tracking Service	4,729	4,729		4,729	
Postage	35,299	35,299		35,299	
Rent	627,030	643,030	396,027	1,039,057	2 new stores & 2 new ADCs
Insurance	207,188	219,188	12,000	231,188	Empl Medical/Comm Prop
Interest Expense	41,857	41,857		41,857	Mortgage notes
Building Upkeep	26,849	50,849	-	50,849	Maint projects/supplies
Property Taxes	2,497	2,497		2,497	
Security Expense	5,089	5,089		5,089	
Utilities	192,458	216,458	24,000	240,458	New stores
Trash Removal	110,390	122,390	12,000	134,390	New stores
Equipment Upkeep	14,274	14,274		14,274	
Print & Pub	46,390	66,390	30,000	96,390	Advertising/promotions/sponsorships
Consumable Auto Sup	29,056	29,056		29,056	Fuel
Vehicle Upkeep	24,562	24,562		24,562	Maintenance
Auto Insurance	20,748	20,748		20,748	
Licenses	4,276	4,276		4,276	Vehicle tags

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Travel	22,087	42,087	20,000	62,087	GII/SEA/Misc. Conferences	
Training	5,415	10,415	5,000	15,415	Leadership & job specific	
Special Assistance	-	-				
Medical	357	357		357		
Charitable Contributions	-	-				
Community Relations	-	-		10,000	Chambers/Biz Council/MEC/SHRM	
Membership Dues	63,346	69,138	-	69,138	GII	
Registration Fee	4,725	4,725		4,725		
Awards	279	279		279		
Misc Expense	1,125	1,125		1,125		
Employee Relations	7,002	10,002	1,000	11,002	Recognition & rewards	
Drug Testing Expense	1,871	1,871		1,871		
Annual Awards Banquet	2,666	5,166	7,000	12,166	Annual Town Hall	
OPERATING EXPENSES	5,656,392	6,317,265	1,729,758	8,102,991		28.27%
INCOME BEFORE DEPRECIATION	578,121	522,995	132,516	599,543		
DEPRECIATION	341,179	341,179		341,179		
Net Income	236,942	181,816	132,516	258,364		42.10%