

**Goodwill Industries of South Mississippi and Mississippi Goodworks
Combined Income Statement
For The 8 Periods Ended 8/31/2018**

	Prior Year			Prior		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
REVENUE						
Retail	597,579	502,844	94,735	4,338,975	3,999,579	339,396
Grants	0	0	0	0	0	0
Contributions	6,155	44	6,111	31,651	1,468	30,183
Salvage	45,527	33,729	11,798	302,950	326,979	(24,029)
Interest	1,498	118	1,380	11,751	118	11,633
Goodworks	321,539	323,805	(2,266)	2,540,098	2,493,588	46,510
Commercial	0	28,331	(28,331)	180,627	84,392	96,235
WFD	2,880	9,540	(6,660)	87,930	66,610	21,320
Snap	38,812	0	38,812	38,812	0	38,812
Gain (Loss) Disposition Asset	0	0	0	0	1,131	(1,131)
Miscellaneous Income	27	150	(123)	837	259	578
TOTAL REVENUE	1,014,017	898,561	115,456	7,533,631	6,974,124	559,507
COST OF SALES-NEW GOODS	0	(232)	232	(48)	(42,214)	42,166
GROSS PROFIT	1,014,017	898,329	115,688	7,533,583	6,931,910	601,673
EXPENSES						
Salaries, Wages & Benefits	637,844	546,211	(91,633)	4,733,221	4,038,422	(694,799)
FICA	43,478	38,068	(5,410)	328,206	275,013	(53,193)
UNEMP COMP	1,525	1,575	50	16,790	16,827	37
WORKER COMP	26,153	21,712	(4,441)	232,387	159,428	(72,959)
Legal	0	500	500	1,929	2,302	373
Software Services	4,592	385	(4,207)	33,922	3,082	(30,840)
Commission	14,610	16,623	2,013	117,549	122,633	5,084
Contract Labor	5,829	3,780	(2,049)	46,806	17,640	(29,166)
Professional	263	5,215	4,952	19,235	22,392	3,157
Sales & Administrative	11,605	10,196	(1,409)	87,363	73,357	(14,006)
Uniforms	0	2,586	2,586	6,331	4,398	(1,933)
Supplies	45,398	51,648	6,250	292,770	325,151	32,381
Housekeeping	2,203	902	(1,301)	6,941	4,838	(2,103)
Phone & Internet	8,449	8,539	90	63,005	47,081	(15,924)
Postage	600	667	67	2,698	15,806	13,108
Rent	68,707	21,415	(47,292)	509,927	400,093	(109,834)
Insurance	14,329	24,908	10,579	111,056	175,060	64,004
Interest	2,783	2,818	35	22,120	25,550	3,430
Building Maintenance	3,687	(1,636)	(5,323)	20,394	15,494	(4,900)
Property Taxes	9,110	0	(9,110)	27,140	0	(27,140)
Security & Surveillance	696	175	(521)	5,743	9,396	3,653
Utilities	26,849	18,117	(8,732)	162,036	117,195	(44,841)
Trash Removal	12,565	11,938	(627)	96,070	86,642	(9,428)
Equipment Maintenance	9,479	3,014	(6,465)	37,394	24,086	(13,308)
Marketing & Advertising	5,351	8,650	3,299	61,546	30,174	(31,372)
Leasing	1,661	46	(1,615)	10,946	46	(10,900)
Auto	11,817	15,771	3,954	98,233	76,270	(21,963)
Travel	4,571	7,209	2,638	39,440	37,369	(2,071)
Training	(92)	2,401	2,493	7,972	13,274	5,302
Medical	0	63	63	63	63	0
GII Marketing Campaign	0	0	0	3,500	0	(3,500)
Charitable Contributions	0	375	375	1,305	875	(430)
Community Outreach	5,588	0	(5,588)	26,218	0	(26,218)
Membership Dues	8,939	8,042	(897)	72,884	64,336	(8,548)
Registration Fee	849	381	(468)	11,719	5,197	(6,522)
Awards	0	0	0	0	1,750	1,750
Misc Expense	0	171	171	928	2,029	1,101
Employee Relations	255	501	246	3,474	1,546	(1,928)
Drug Analysis	1,365	3,785	2,420	5,868	6,822	954
Annual Awards Banquet	111	0	(111)	1,376	12,913	11,537
Bad Debt Expense	68	0	(68)	68	0	(68)
TOTAL EXPENSES	991,237	836,751	(154,486)	7,326,573	6,234,550	(1,092,023)
INCOME BEFORE DEPRECIATION	22,780	61,578	(38,798)	207,010	697,360	(490,350)
Depreciation	34,695	28,790	(5,905)	274,359	226,387	(47,972)
NET INCOME (LOSS)	(11,915)	32,788	(44,703)	(67,349)	470,973	(538,322)

UNAUDITED-FOR MANAGEMENT USE ONLY