

**Income Statement**  
**For The 1 Periods Ended 1/31/2017**  
**Goodwill Industries of South Mississippi (GWI)**

	Period to Date	Prior Year Period to Date	Variance	Year to Date	Prior Year to Date	Variance
<b>REVENUE</b>						
Contributions	149	(0)	149	149	(0)	149
GW Employee Contributions	(0)	(208)	208	(0)	(208)	208
Retail Sales	476,742	493,425	(16,683)	476,742	493,425	(16,683)
Cost of Sales: New Goods	(10,790)	(21,351)	10,561	(10,790)	(21,351)	10,561
Sales Discounts	(12,621)	(14,250)	1,629	(12,621)	(14,250)	1,629
Salvage	48,698	30,852	17,846	48,698	30,852	17,846
Revenue	6,660	5,636	1,024	6,660	5,636	1,024
Adjustment	544	521	23	544	521	23
Cash Over & Short	(2)	(53)	51	(2)	(53)	51
Miscellaneous Income	80	(0)	80	80	(0)	80
<b>Total REVENUE:</b>	<b>509,460</b>	<b>494,572</b>	<b>14,888</b>	<b>509,460</b>	<b>494,572</b>	<b>14,888</b>
<b>EXPENSES</b>						
Salary & Wages	325,598	241,857	(83,741)	325,598	241,857	(83,741)
GoodworX Labor	0	24	24	0	24	24
FICA	24,006	23,449	(557)	24,006	23,449	(557)
UNEMP COMP	1,880	2,927	1,047	1,880	2,927	1,047
WORKER COMP	13,953	7,655	(6,298)	13,953	7,655	(6,298)
Commission	4,312	1,814	(2,498)	4,312	1,814	(2,498)
Contract Labor	58	60	2	58	60	2
Discount	885	0	(885)	885	0	(885)
Sales Administrative Expense	8,675	6,676	(1,999)	8,675	6,676	(1,999)
Admin Allocation	(21,735)	(5,188)	16,547	(21,735)	(5,188)	16,547
Supplies	10,064	9,013	(1,051)	10,064	9,013	(1,051)
Housekeeping	755	583	(172)	755	583	(172)
Phone	4,552	5,627	1,075	4,552	5,627	1,075
Vehicle Tracking Service	385	385	0	385	385	0
Postage	3,008	2,366	(642)	3,008	2,366	(642)
Rent	51,132	50,594	(538)	51,132	50,594	(538)
Insurance	15,238	15,177	(61)	15,238	15,177	(61)
Interest Expense	3,237	3,693	456	3,237	3,693	456
Building Upkeep	1,216	3,101	1,885	1,216	3,101	1,885
Property Taxes	0	5,368	5,368	0	5,368	5,368
Security Expense	790	1,047	257	790	1,047	257
Utilities	14,544	16,677	2,133	14,544	16,677	2,133
Trash Removal	10,357	8,463	(1,894)	10,357	8,463	(1,894)
Equipment Upkeep	2,473	672	(1,801)	2,473	672	(1,801)
Print & Pub	602	696	94	602	696	94
Consumable Auto Sup	2,487	1,953	(534)	2,487	1,953	(534)
Vehicle Upkeep	1,721	960	(761)	1,721	960	(761)
Auto Insurance	1,694	2,421	727	1,694	2,421	727
Licenses	356	283	(73)	356	283	(73)
Travel	1,265	1,352	87	1,265	1,352	87
Membership Dues	5,388	5,581	193	5,388	5,581	193
Registration Fee	2,623	2,263	(360)	2,623	2,263	(360)
Awards	600	479	(121)	600	479	(121)
Misc Expense	0	204	204	0	204	204
Employee Relations	204	0	(204)	204	0	(204)
Drug Testing Expense	20	30	10	20	30	10
Depreciation	25,744	30,803	5,059	25,744	30,803	5,059
<b>Total EXPENSES:</b>	<b>518,087</b>	<b>449,065</b>	<b>(69,022)</b>	<b>518,087</b>	<b>449,065</b>	<b>(69,022)</b>
<b>NET INCOME FROM OPERATIONS:</b>	<b>(8,627)</b>	<b>45,507</b>	<b>(54,134)</b>	<b>(8,627)</b>	<b>45,507</b>	<b>(54,134)</b>