

Income Statement
For The 3 Periods Ended 3/31/2017

Goodwill Industries of South Mississippi (GWI)

	Period to Date	Prior Year Period to Date	Variance	Var %	Year to Date	Prior Year to Date	Variance	Var %
REVENUE								
Contributions	819	1,000	(181)	(18)%	1,200	1,000	200	20 %
GW Employee Contributions	0	0	0	0 %	0	(206)	206	100 %
Sales	333,009	311,633	21,376	7 %	787,989	840,221	(52,232)	(6)%
Sales	34,749	32,560	2,189	7 %	91,604	89,951	1,653	2 %
Sales	33,903	31,331	2,572	8 %	91,977	90,345	1,632	2 %
Sales	41,571	42,937	(1,366)	(3)%	109,251	118,611	(9,360)	(8)%
Sales	170,838	167,972	2,866	2 %	472,810	481,434	(8,624)	(2)%
Sales	2,008	2,529	(521)	(21)%	4,986	6,206	(1,220)	(20)%
Sales	4,849	0	4,849	0 %	12,641	0	12,641	0 %
Sales	11,558	22,967	(11,409)	(50)%	29,583	73,849	(44,266)	(60)%
Cost of Sales: New Goods	(9,501)	(19,975)	10,474	52 %	(34,164)	(68,340)	34,176	50 %
Sales Discounts	(82,420)	(63,382)	(19,038)	(30)%	(108,116)	(143,175)	35,059	24 %
Salvage	48,237	29,927	18,310	61 %	119,239	84,283	34,956	41 %
Gain (Loss) Disposition Asset	0	0	0	0 %	0	4,625	(4,625)	(100)%
Revenue	7,290	7,739	(449)	(6)%	22,950	21,808	1,142	5 %
Adjustment	460	523	(63)	(12)%	1,465	1,659	(194)	(12)%
Cash Over & Short	178	(394)	572	145 %	284	(1,071)	1,355	127 %
Miscellaneous Income	0	0	0	0 %	80	0	80	0 %
Total REVENUE:	597,548	567,367	30,181	5 %	1,603,779	1,601,200	2,579	0 %
Gross Profit:	597,548	567,367	30,181	5 %	1,603,779	1,601,200	2,579	0 %
EXPENSES								
Sal***Wage*D*Clients:Ag*****	2,078	2,391	313	13 %	6,305	6,714	409	6 %
Sal & Wage	22,743	22,334	(409)	(2)%	69,383	69,402	19	0 %
Sal & Wage	38,186	44,104	5,918	13 %	110,366	132,341	21,975	17 %
Sal & Wage	92,727	97,150	4,423	5 %	290,329	224,671	(65,658)	(29)%
Sal & Wage	127,453	138,720	11,267	8 %	388,386	411,501	23,115	6 %
GoodworX Labor	0	0	0	0 %	0	48	48	100 %
FICA	20,762	22,569	1,807	8 %	63,607	68,210	4,603	7 %
UNEMP COMP	1,279	2,172	893	41 %	4,665	7,605	2,940	39 %
WORKER COMP	11,122	8,581	(2,541)	(30)%	35,159	23,110	(12,049)	(52)%
Legal Fee	0	3,915	3,915	100 %	435	3,915	3,480	89 %
Commission	1,342	4,349	3,007	69 %	8,476	9,015	539	6 %
Contract Labor	1,069	315	(754)	(239)%	1,132	375	(757)	(202)%
Sales Administrative Expense	10,129	9,516	(613)	(6)%	25,768	26,982	1,214	4 %
Admin Allocation	(32,870)	(22,041)	10,829	49 %	(75,122)	(49,582)	25,540	52 %

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	Period to Date	Prior Year Period to Date	Variance	Var %	Year to Date	Prior Year to Date	Variance	Var %
Supplies	12,392	10,050	(2,342)	(23)%	38,343	29,439	(8,904)	(30)%
Office Supplies	461	0	(461)	0 %	461	588	127	22 %
Housekeeping	704	530	(174)	(33)%	1,951	1,518	(433)	(29)%
Phone	4,632	4,873	241	5 %	13,358	16,976	3,618	21 %
Vehicle Tracking Service	385	385	0	0 %	1,156	1,156	0	0 %
Postage	2,457	3,042	585	19 %	8,629	9,140	511	6 %
Rent	51,324	50,122	(1,202)	(2)%	160,373	151,085	(9,288)	(6)%
Insurance	17,771	18,793	1,022	5 %	50,957	47,226	(3,731)	(8)%
Interest Expense	2,752	4,208	1,456	35 %	9,190	12,514	3,324	27 %
Building Upkeep	3,220	3,647	427	12 %	4,947	12,077	7,130	59 %
Property Taxes	0	30	30	100 %	0	5,398	5,398	100 %
Security Expense	776	19	(757)	(3,984)%	1,771	1,086	(685)	(63)%
Utilities	11,820	11,352	(468)	(4)%	38,295	41,340	3,045	7 %
Trash Removal	9,139	7,030	(2,109)	(30)%	28,148	24,816	(3,332)	(13)%
Equipment Upkeep	914	1,381	467	34 %	5,828	2,962	(2,866)	(97)%
Print & Pub	5,177	4,739	(438)	(9)%	9,812	7,064	(2,748)	(39)%
Consumable Auto Sup	2,185	2,193	8	0 %	7,436	6,160	(1,276)	(21)%
Vehicle Upkeep	1,140	2,459	1,319	54 %	4,800	5,942	1,142	19 %
Auto Insurance	1,624	1,386	(238)	(17)%	4,874	5,501	627	11 %
Licenses	377	405	28	7 %	983	840	(143)	(17)%
Travel	3,951	2,074	(1,877)	(91)%	8,689	4,717	(3,972)	(84)%
Training	3,185	0	(3,185)	0 %	3,521	355	(3,166)	(892)%
Membership Dues	5,388	5,881	493	8 %	16,164	17,043	879	5 %
Registration Fee	419	0	(419)	0 %	3,122	2,913	(209)	(7)%
Awards	0	1,800	1,800	100 %	600	2,329	1,729	74 %
Misc Expense	56	191	135	71 %	96	511	415	81 %
Employee Relations	0	75	75	100 %	321	75	(246)	(328)%
Drug Testing Expense	42	220	178	81 %	62	292	230	79 %
Annual Awards Banquet	12,311	2,416	(9,895)	(410)%	12,576	2,666	(9,910)	(372)%
Depreciation	25,744	30,510	4,766	16 %	77,237	91,828	14,591	16 %
Total EXPENSES:	476,366	503,886	27,520	5 %	1,442,589	1,439,864	(2,725)	0 %
NET INCOME FROM OPERATIONS:	121,182	63,481	57,701	91 %	161,190	161,336	(146)	0 %
EARNINGS BEFORE INCOME TAX:	121,182	63,481	57,701	91 %	161,190	161,336	(146)	0 %
Net Income (Loss):	121,182	63,481	57,701	91 %	161,190	161,336	(146)	0 %