

**Goodwill Industries of South Mississippi
Income Statement
For The 12 Periods Ended 12/31/2017**

	Prior Year			Prior		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
REVENUE						
Net Sales	489,673	495,560	(5,887)	6,055,979	5,961,738	94,241
Grant Revenue	0	0	0	7,000	0	7,000
Contributions	2,922	3,044	(122)	5,628	5,851	(223)
Salvage	29,209	27,165	2,044	448,236	392,507	55,729
Interest Income	369	0	369	583	54	529
Gain (Loss) Disposition Asset Revenue	0	0	0	(12,650)	(36,884)	24,234
Revenue	28,376	4,477	23,899	304,275	77,306	226,969
Miscellaneous Income	168	0	168	662	24	638
TOTAL REVENUE	550,717	530,246	20,471	6,809,713	6,400,596	409,117
COST OF SALES-NEW GOODS	(93)	(9,914)	9,821	(43,625)	(166,935)	123,310
GROSS PROFIT	550,624	520,332	30,292	6,766,088	6,233,661	532,427
EXPENSES						
Salary & Wages	394,301	324,210	(70,091)	3,875,460	3,516,669	(358,791)
Salary & Wages-Compensated Absences	0	(6,359)	(6,359)	0	(6,359)	(6,359)
GoodworX Labor	0	0	0	0	48	48
FICA	29,223	24,149	(5,074)	287,085	265,950	(21,135)
UNEMP COMP	1,005	(2,118)	(3,123)	13,528	13,201	(327)
WORKER COMP	18,871	15,430	(3,441)	167,232	141,560	(25,672)
Legal Fee	576	2,538	1,962	6,050	10,825	4,775
Commission	2,558	954	(1,604)	44,080	29,522	(14,558)
Contract Labor	0	234	234	1,538	1,175	(363)
Professional Fees	1,643	0	(1,643)	36,558	27,185	(9,373)
Sales Administrative Expense	10,223	12,957	2,734	114,552	108,456	(6,096)
Admin Allocation	(27,602)	(21,269)	6,333	(292,526)	(228,682)	63,844
Uniforms	898	0	(898)	3,723	0	(3,723)
Safety Supplies	0	0	0	589	443	(146)
Supplies	15,852	18,889	3,037	246,545	128,737	(117,808)
Display & Design Expense	0	0	0	8,512	0	(8,512)
Office Supplies	0	0	0	929	1,643	714
Housekeeping	1,516	471	(1,045)	7,941	6,585	(1,356)
Phone	6,250	4,386	(1,864)	62,569	60,628	(1,941)
Vehicle Tracking Service	385	385	0	4,622	4,729	107
Postage	364	2,749	2,385	16,690	35,293	18,603
Rent	62,810	136,436	73,626	640,639	706,590	65,951
Insurance	17,889	14,987	(2,902)	200,560	202,839	2,279
Interest Expense	2,134	4,747	2,613	36,968	43,467	6,499
Building Upkeep	2,294	2,668	374	25,158	28,315	3,157
Property Taxes	2,347	(3,055)	(5,402)	2,347	2,497	150
Security Expense	175	19	(156)	4,474	5,089	615
Utilities	14,335	13,796	(539)	183,041	192,458	9,417
Trash Removal	10,552	9,490	(1,062)	119,197	110,390	(8,807)
Equipment Upkeep	861	1,807	946	29,845	14,274	(15,571)
Print & Pub	9,207	4,989	(4,218)	62,246	46,390	(15,856)
Leasing	1,105	0	(1,105)	3,092	0	(3,092)
Consumable Auto Sup	3,868	2,373	(1,495)	38,455	29,056	(9,399)
Vehicle Upkeep	3,303	2,601	(702)	32,608	24,562	(8,046)
Auto Insurance	1,624	1,206	(418)	19,464	20,258	794
Licenses	204	241	37	4,488	4,276	(212)
Orientation Expense-HR	0	0	0	19	0	(19)
Travel	3,447	2,102	(1,345)	40,945	22,087	(18,858)
Training	244	290	46	11,073	5,415	(5,658)
Medical	9	0	(9)	9	357	348
Charitable Contributions	0	0	0	1,375	0	(1,375)
Community Appreciation	559	0	(559)	1,732	0	(1,732)
Membership Dues	5,388	5,441	53	64,656	63,346	(1,310)
Registration Fee	0	65	65	7,370	4,725	(2,645)
Awards	0	(3,850)	(3,850)	250	279	29
Misc Expense	105	1,458	1,353	1,183	1,876	693
Employee Relations	5,670	6,736	1,066	8,947	7,208	(1,739)
Drug Testing Expense	680	233	(447)	10,592	1,871	(8,721)
Annual Awards Banquet	0	0	0	12,913	2,666	(10,247)
TOTAL EXPENSES	604,873	582,386	(22,487)	6,169,323	5,657,899	(511,424)
INCOME BEFORE DEPRECIATION	(54,249)	(62,054)	7,805	596,765	575,762	21,003
Depreciation	30,329	24,066	(6,263)	322,762	338,820	16,058
NET INCOME (LOSS)	(84,578)	(86,120)	1,542	274,003	236,942	37,061

UNAUDITED-FOR MANAGEMENT USE ONLY