

**Goodwill Industries of South Mississippi  
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
<b>REVENUE</b>						
Net Sales	597,579	502,844	94,735	4,338,975	3,999,579	339,396
Grant Revenue	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 Income	749	118	631	5,871	118	5,753
Gain (Loss) Disposition Asset	0	0	0	0	(6,369)	6,369
PassCust Revenue	0	28,331	(28,331)	180,627	84,392	96,235
WFD Revenue	2,880	9,540	(6,660)	87,930	66,610	21,320
Snap Revenue	38,812	0	38,812	38,812	0	38,812
Miscellaneous Income	27	150	(123)	168	259	(91)
<b>TOTAL REVENUE</b>	<b>691,729</b>	<b>574,756</b>	<b>116,973</b>	<b>4,986,984</b>	<b>4,473,036</b>	<b>513,948</b>
<b>COST OF SALES-NEW GOODS</b>	<b>0</b>	<b>(232)</b>	<b>232</b>	<b>(48)</b>	<b>(42,214)</b>	<b>42,166</b>
<b>GROSS PROFIT</b>	<b>691,729</b>	<b>574,524</b>	<b>117,205</b>	<b>4,986,936</b>	<b>4,430,822</b>	<b>556,114</b>
<b>EXPENSES</b>						
Salaries, Wages & Benefits	436,663	333,570	(103,093)	3,063,846	2,422,764	(641,082)
GoodworX Labor	0	0	0	0	0	0
FICA	31,631	25,052	(6,579)	228,554	179,320	(49,234)
UNEMP COMP	1,172	1,009	(163)	11,463	10,024	(1,439)
WORKER COMP	16,086	14,130	(1,956)	134,565	98,956	(35,609)
Legal Fee	0	500	500	1,929	1,226	(703)
Software Services	4,592	385	(4,207)	33,922	3,082	(30,840)
Commission	2,276	4,131	1,855	17,864	26,608	8,744
Contract Labor	3,400	0	(3,400)	24,771	1,338	(23,433)
Professional Fees	108	5,215	5,107	18,874	22,215	3,341
Sales Administrative Expense	11,605	10,196	(1,409)	87,363	73,357	(14,006)
Admin Allocation	(35,740)	(23,464)	12,276	(268,267)	(186,488)	81,779
Uniforms	0	1,701	1,701	4,925	2,825	(2,100)
Supplies	26,393	32,260	5,867	141,355	157,567	16,212
Housekeeping	2,203	902	(1,301)	6,941	4,838	(2,103)
Phone & Internet	7,062	7,462	400	53,347	38,528	(14,819)
Postage	595	664	69	2,601	15,742	13,141
Rent	67,967	20,675	(47,292)	504,007	394,173	(109,834)
Insurance	11,550	19,546	7,996	93,808	133,737	39,929
Interest Expense	2,783	2,818	35	22,120	25,550	3,430
Building Maintenance	3,687	(1,745)	(5,432)	20,303	14,233	(6,070)
Property Taxes	9,110	0	(9,110)	27,140	0	(27,140)
Security Expense	696	175	(521)	5,743	9,396	3,653
Utilities	26,179	17,545	(8,634)	157,721	114,229	(43,492)
Trash Removal	11,458	10,831	(627)	87,219	77,791	(9,428)
Equipment Maintenance	9,057	3,014	(6,043)	34,754	21,950	(12,804)
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 Expense	10,070	14,064	3,994	82,890	61,094	(21,796)
Travel	3,637	6,230	2,593	31,561	28,926	(2,635)
Training	(92)	1,589	1,681	7,678	9,194	1,516
GII 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	5,990	5,388	(602)	48,835	43,104	(5,731)
Registration Fee	849	381	(468)	11,719	5,197	(6,522)
Awards	0	0	0	0	250	250
Misc Expense	0	0	0	713	464	(249)
Employee Relations	255	501	246	2,973	1,546	(1,427)
Drug Testing Expense	1,365	3,785	2,420	5,708	6,577	869
Annual Awards Banquet	111	0	(111)	1,376	12,913	11,537
Bad Debt Expense	68	0	(68)	68	0	(68)
<b>TOTAL EXPENSES</b>	<b>685,386</b>	<b>527,581</b>	<b>(157,805)</b>	<b>4,813,904</b>	<b>3,863,321</b>	<b>(950,583)</b>
<b>INCOME BEFORE DEPRECIATION</b>	<b>6,343</b>	<b>46,943</b>	<b>(40,600)</b>	<b>173,032</b>	<b>567,501</b>	<b>(394,469)</b>
Depreciation	31,096	26,445	(4,651)	252,359	207,470	(44,889)
<b>NET INCOME (LOSS)</b>	<b>(24,753)</b>	<b>20,498</b>	<b>(45,251)</b>	<b>(79,327)</b>	<b>360,031</b>	<b>(439,358)</b>

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