

Income Statement
For The 2 Periods Ended 2/28/2017

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	232	0	232	0 %	381	0	381	0 %
GW Employee Contributions	0	2	(2)	(100)%	0	(206)	206	100 %
Sales	238,305	293,883	(55,578)	(19)%	454,979	528,590	(73,611)	(14)%
Sales	27,879	30,849	(2,970)	(10)%	56,854	57,391	(537)	(1)%
Sales	27,243	32,233	(4,990)	(15)%	58,074	59,015	(941)	(2)%
Sales	34,312	39,658	(5,346)	(13)%	67,682	75,672	(7,990)	(11)%
Sales	148,542	166,436	(17,894)	(11)%	301,972	313,464	(11,492)	(4)%
Sales	1,357	1,873	(516)	(28)%	2,979	3,677	(698)	(19)%
Sales	4,210	0	4,210	0 %	7,790	0	7,790	0 %
Sales	9,762	30,341	(20,579)	(68)%	18,025	50,882	(32,857)	(65)%
Cost of Sales: New Goods	(13,873)	(27,014)	13,141	49 %	(24,662)	(48,366)	23,704	49 %
Sales Discounts	(12,193)	(65,542)	53,349	81 %	(25,700)	(79,792)	54,092	68 %
Salvage	22,304	23,504	(1,200)	(5)%	71,002	54,356	16,646	31 %
Gain (Loss) Disposition Asset	0	4,625	(4,625)	(100)%	0	4,625	(4,625)	(100)%
Revenue	9,000	8,434	566	7 %	15,660	14,070	1,590	11 %
Adjustment	458	619	(161)	(26)%	1,003	1,139	(136)	(12)%
Cash Over & Short	110	(626)	736	118 %	104	(677)	781	115 %
Miscellaneous Income	0	0	0	0 %	80	0	80	0 %
Total REVENUE:	497,648	539,275	(41,627)	(8)%	1,006,223	1,033,840	(27,617)	(3)%
Gross Profit:	497,648	539,275	(41,627)	(8)%	1,006,223	1,033,840	(27,617)	(3)%
EXPENSES								
Sal***Wage*D*Clients:Ag*****	1,905	2,658	753	28 %	4,227	4,323	96	2 %
Sal & Wage	21,742	22,786	1,044	5 %	46,640	47,067	427	1 %
Sal & Wage	33,458	42,731	9,273	22 %	72,182	88,236	16,054	18 %
Sal & Wage	79,203	94,210	15,007	16 %	197,604	127,523	(70,081)	(55)%
Sal & Wage	119,681	135,691	16,010	12 %	260,931	272,785	11,854	4 %
GoodworX Labor	0	24	24	100 %	0	48	48	100 %
FICA	18,838	22,190	3,352	15 %	42,847	45,640	2,793	6 %
UNEMP COMP	1,509	2,506	997	40 %	3,381	5,429	2,048	38 %
WORKER COMP	10,089	6,873	(3,216)	(47)%	24,043	14,530	(9,513)	(65)%
Legal Fee	435	0	(435)	0 %	435	0	(435)	0 %
Commission	2,822	2,851	29	1 %	7,134	4,665	(2,469)	(53)%
Contract Labor	5	0	(5)	0 %	63	60	(3)	(5)%
Sales Administrative Expense	6,969	10,789	3,820	35 %	15,640	17,466	1,826	10 %
Admin Allocation	(20,517)	(22,353)	(1,836)	(8)%	(42,252)	(27,541)	14,711	53 %

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	Period to Date	Prior Year Period to Date	Variance	Var %	Year to Date	Prior Year to Date	Variance	Var %
Supplies	15,885	10,372	(5,513)	(53)%	25,951	19,387	(6,564)	(34)%
Office Supplies	0	588	588	100 %	0	588	588	100 %
Housekeeping	494	404	(90)	(22)%	1,248	988	(260)	(26)%
Phone	4,172	6,474	2,302	36 %	8,727	12,103	3,376	28 %
Vehicle Tracking Service	385	385	0	0 %	770	770	0	0 %
Postage	3,164	3,732	568	15 %	6,172	6,098	(74)	(1)%
Rent	57,915	50,368	(7,547)	(15)%	109,049	100,963	(8,086)	(8)%
Insurance	18,765	13,255	(5,510)	(42)%	33,190	28,432	(4,758)	(17)%
Interest Expense	3,200	4,613	1,413	31 %	6,436	8,306	1,870	23 %
Building Upkeep	511	5,331	4,820	90 %	1,726	8,431	6,705	80 %
Property Taxes	0	0	0	0 %	0	5,368	5,368	100 %
Security Expense	204	19	(185)	(974)%	995	1,067	72	7 %
Utilities	11,933	13,311	1,378	10 %	26,479	29,987	3,508	12 %
Trash Removal	8,659	9,324	665	7 %	19,012	17,787	(1,225)	(7)%
Equipment Upkeep	2,441	908	(1,533)	(169)%	4,914	1,581	(3,333)	(211)%
Print & Pub	4,033	1,629	(2,404)	(148)%	4,635	2,325	(2,310)	(99)%
Consumable Auto Sup	2,764	2,014	(750)	(37)%	5,249	3,968	(1,281)	(32)%
Vehicle Upkeep	1,940	2,523	583	23 %	3,660	3,483	(177)	(5)%
Auto Insurance	1,624	1,694	70	4 %	3,249	4,115	866	21 %
Licenses	250	152	(98)	(64)%	606	435	(171)	(39)%
Travel	3,472	1,293	(2,179)	(169)%	4,738	2,643	(2,095)	(79)%
Training	336	355	19	5 %	336	355	19	5 %
Membership Dues	5,388	5,581	193	3 %	10,776	11,162	386	3 %
Registration Fee	80	650	570	88 %	2,703	2,913	210	7 %
Awards	0	50	50	100 %	600	529	(71)	(13)%
Misc Expense	40	116	76	66 %	40	320	280	88 %
Employee Relations	117	0	(117)	0 %	321	0	(321)	0 %
Drug Testing Expense	0	42	42	100 %	20	72	52	72 %
Annual Awards Banquet	265	250	(15)	(6)%	265	250	(15)	(6)%
Depreciation	25,744	30,510	4,766	16 %	51,490	61,315	9,825	16 %
Total EXPENSES:	449,920	486,899	36,979	8 %	966,232	935,972	(30,260)	(3)%
NET INCOME FROM OPERATIONS:	47,728	52,376	(4,648)	(9)%	39,991	97,868	(57,877)	(59)%
EARNINGS BEFORE INCOME TAX:	47,728	52,376	(4,648)	(9)%	39,991	97,868	(57,877)	(59)%
Net Income (Loss):	47,728	52,376	(4,648)	(9)%	39,991	97,868	(57,877)	(59)%