

Goodwill Industries of South Mississippi (GWI)
Income Statement
For The 4 Periods Ended 4/30/2017

	Period to Date	Prior Year Period to Date	Variance	Year to Date	Prior Year to Date	Variance
REVENUE						
Net Retail Sales	485,421	480,301	5,120	1,979,889	2,038,334	(58,445)
Contributions	47	200	(153)	1,247	994	253
Salvage	33,463	30,994	2,469	152,702	115,277	37,425
Gain (Loss) Disposition Asset	(2,344)	(0)	(2,344)	(2,344)	4,625	(6,969)
Revenue	(0)	9,777	(9,777)	22,950	31,585	(8,635)
Miscellaneous Income	(0)	(0)	0	80	(0)	80
NET REVENUE	516,587	521,272	(4,685)	2,154,524	2,190,815	(36,291)
COST OF SALES-NEW GOODS	(4,380)	(17,733)	13,353	(38,537)	(86,072)	47,535
GROSS PROFIT	512,207	503,539	8,668	2,115,987	2,104,743	11,244
EXPENSES						
Salary & Wages	289,593	339,535	49,942	1,154,361	1,184,167	29,806
GoodworX Labor	0	0	0	0	48	48
FICA	21,391	25,255	3,864	85,001	93,463	8,462
Unemployment Compensation	1,160	1,508	348	5,826	9,112	3,286
Worker's Comp	11,338	9,755	(1,583)	46,495	32,864	(13,631)
Legal Fee	0	2,560	2,560	435	6,475	6,040
Commission	2,536	1,792	(744)	11,011	10,807	(204)
Contract Labor	(620)	0	620	512	375	(137)
Sales Administrative Expense	8,485	9,002	517	34,255	35,983	1,728
Admin Allocation	(21,269)	(27,352)	(6,083)	(96,391)	(76,934)	19,457
Safety Supplies	0	148	148	0	148	148
Supplies	10,964	10,700	(264)	49,308	40,136	(9,172)
Classroom Supplies	4,098	0	(4,098)	4,098	0	(4,098)
Office Supplies	0	0	0	461	588	127
Housekeeping	569	706	137	2,520	2,226	(294)
Phone	3,963	5,012	1,049	17,322	21,989	4,667
Vehicle Tracking Service	385	385	0	1,541	1,541	0
Postage	1,757	3,108	1,351	10,386	12,247	1,861
Rent	51,376	51,443	67	211,749	202,529	(9,220)
Insurance	16,511	16,943	432	67,469	64,171	(3,298)
Interest Expense	3,120	2,639	(481)	12,309	15,154	2,845
Building Upkeep	804	2,637	1,833	5,751	14,713	8,962
Property Taxes	0	51	51	0	5,449	5,449
Security Expense	429	1,502	1,073	2,198	2,586	388
Utilities	13,284	14,397	1,113	51,581	55,735	4,154
Trash Removal	9,283	10,123	840	37,430	34,938	(2,492)
Equipment Upkeep	775	949	174	6,604	3,912	(2,692)
Print & Pub	1,086	5,247	4,161	10,898	12,311	1,413
Consumable Auto Sup	2,581	2,658	77	10,017	8,818	(1,199)
Vehicle Upkeep	2,011	2,471	460	6,812	8,412	1,600
Auto Insurance	1,624	1,694	70	6,498	7,196	698
Licenses	116	31	(85)	1,099	871	(228)
Travel	4,873	951	(3,922)	13,561	5,666	(7,895)
Training	1,473	65	(1,408)	4,994	420	(4,574)
Charitable Contributions	500	0	(500)	500	0	(500)
Membership Dues	5,388	3,146	(2,242)	21,552	20,189	(1,363)
Registration Fee	384	0	(384)	3,506	2,913	(593)
Awards	0	50	50	600	2,379	1,779
Misc Expense	293	294	1	389	805	416
Employee Relations	286	50	(236)	607	125	(482)
Drug Testing Expense	246	42	(204)	308	334	26
Annual Awards Banquet	337	0	(337)	12,913	2,666	(10,247)
Depreciation	25,850	29,392	3,542	103,087	121,218	18,131
TOTAL EXPENSES	476,980	528,889	51,909	1,919,573	1,968,745	49,172
NET PROFIT (LOSS)	35,227	(25,350)	60,577	196,414	135,998	60,416

Run Date: 8/7/2017 12:57:44 PM
G/L Date: 8/7/2017