

**Goodwill Industries of South Mississippi  
Income Statement  
For The 7 Periods Ended 7/31/2017**

	Prior Year			Prior		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
<b>REVENUE</b>						
Net Sales	492,264	501,554	(9,290)	3,496,731	3,463,847	32,884
Contributions	91	0	91	1,424	1,294	130
Salvage	43,125	33,756	9,369	293,251	223,475	69,776
Gain (Loss) Disposition Asset	0	(41,509)	41,509	(6,369)	(36,884)	30,515
Revenue	32,531	4,315	28,216	113,132	55,961	57,171
Miscellaneous Income	0	0	0	109	24	85
<b>TOTAL REVENUE</b>	<b>568,011</b>	<b>498,116</b>	<b>69,895</b>	<b>3,898,278</b>	<b>3,707,717</b>	<b>190,561</b>
<b>COST OF SALES-NEW GOODS</b>	<b>(1,672)</b>	<b>(13,178)</b>	<b>11,506</b>	<b>(41,981)</b>	<b>(124,822)</b>	<b>82,841</b>
<b>GROSS PROFIT</b>	<b>566,339</b>	<b>484,938</b>	<b>81,401</b>	<b>3,856,297</b>	<b>3,582,895</b>	<b>273,402</b>
<b>EXPENSES</b>						
Salary & Wages	323,790	292,954	(30,836)	2,089,190	2,063,024	(26,166)
GoodworX Labor	0	0	0	0	48	48
FICA	23,867	21,917	(1,950)	154,267	158,704	4,437
UNEMP COMP	1,005	1,078	73	9,012	12,677	3,665
WORKER COMP	13,347	7,672	(5,675)	84,831	61,988	(22,843)
Legal Fee	0	435	435	726	6,910	6,184
Commission	4,935	3,093	(1,842)	22,479	19,186	(3,293)
Contract Labor	36	190	154	1,338	745	(593)
Professional Fees	0	0	0	17,000	0	(17,000)
Sales Administrative Expense	10,036	8,737	(1,299)	63,162	59,848	(3,314)
Admin Allocation	(21,986)	(18,493)	3,493	(163,024)	(133,410)	29,614
Uniforms	0	0	0	1,124	0	(1,124)
Safety Supplies	24	0	(24)	589	148	(441)
Supplies	26,954	8,045	(18,909)	123,787	69,043	(54,744)
Display & Design Expense	177	0	(177)	5,885	0	(5,885)
Office Supplies	0	353	353	929	1,100	171
Housekeeping	701	800	99	3,938	4,123	185
Phone	5,043	5,733	690	31,067	38,890	7,823
Vehicle Tracking Service	385	385	0	2,696	2,803	107
Postage	504	1,974	1,470	15,077	20,284	5,207
Rent	52,206	52,682	476	373,498	364,955	(8,543)
Insurance	14,580	23,128	8,548	114,189	122,017	7,828
Interest Expense	4,431	3,321	(1,110)	22,731	25,373	2,642
Building Upkeep	1,638	1,916	278	15,980	19,898	3,918
Property Taxes	0	0	0	0	5,552	5,552
Security Expense	759	662	(97)	3,335	4,188	853
Utilities	17,499	20,583	3,084	96,684	108,079	11,395
Trash Removal	10,781	9,663	(1,118)	66,962	65,227	(1,735)
Equipment Upkeep	2,431	1,158	(1,273)	18,936	7,758	(11,178)
Print & Pub	2,413	2,206	(207)	21,524	21,767	243
Consumable Auto Sup	2,724	2,366	(358)	18,108	16,795	(1,313)
Vehicle Upkeep	5,219	1,389	(3,830)	14,455	13,527	(928)
Auto Insurance	1,624	1,694	70	11,370	12,277	907
Licenses	159	133	(26)	3,095	2,912	(183)
Travel	3,725	1,038	(2,687)	22,699	10,410	(12,289)
Training	40	1,103	1,063	7,605	3,831	(3,774)
Medical	0	0	0	0	357	357
Charitable Contributions	0	0	0	500	0	(500)
Membership Dues	5,388	5,388	0	37,716	36,353	(1,363)
Registration Fee	1,006	382	(624)	4,817	3,700	(1,117)
Awards	(350)	100	450	250	3,029	2,779
Misc Expense	0	(624)	(624)	464	181	(283)
Employee Relations	154	80	(74)	1,044	236	(808)
Drug Testing Expense	505	560	55	2,792	1,165	(1,627)
Annual Awards Banquet	0	0	0	12,913	2,666	(10,247)
Depreciation	25,995	28,854	2,859	181,026	208,903	27,877
<b>TOTAL EXPENSES</b>	<b>541,745</b>	<b>492,655</b>	<b>(49,090)</b>	<b>3,516,766</b>	<b>3,447,267</b>	<b>(69,499)</b>
<b>NET INCOME (LOSS)</b>	<b>24,594</b>	<b>(7,717)</b>	<b>32,311</b>	<b>339,531</b>	<b>135,628</b>	<b>203,903</b>

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