

**Goodwill Industries of South Mississippi  
Income Statement  
For The 6 Periods Ended 6/30/2018**

	Budget			Budget		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
<b>REVENUE</b>						
Net Sales	518,658	640,232	(121,574)	3,175,743	3,841,392	(665,649)
Grant Revenue	0	2,083	(2,083)	0	12,498	(12,498)
Contributions	3,469	8,333	(4,864)	20,901	49,998	(29,097)
Salvage	45,430	32,709	12,721	220,131	196,254	23,877
Interest Income	725	2,146	(1,421)	4,372	12,876	(8,504)
PassCust Revenue	28,554	26,833	1,721	171,235	160,998	10,237
WFD Revenue	13,860	12,500	1,360	75,600	75,000	600
Miscellaneous Income	0	376	(376)	94	2,256	(2,162)
<b>TOTAL REVENUE</b>	<b>610,696</b>	<b>725,212</b>	<b>(114,516)</b>	<b>3,668,076</b>	<b>4,351,272</b>	<b>(683,196)</b>
<b>COST OF SALES-NEW GOODS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(48)</b>	<b>0</b>	<b>(48)</b>
<b>GROSS PROFIT</b>	<b>610,696</b>	<b>725,212</b>	<b>(114,516)</b>	<b>3,668,028</b>	<b>4,351,272</b>	<b>(683,244)</b>
<b>EXPENSES</b>						
Salary & Wages	381,882	430,500	48,618	2,209,023	2,583,000	373,977
GoodworX Labor	0	0	0	0	0	0
FICA	28,971	32,676	3,705	165,819	196,056	30,237
UNEMP COMP	1,260	2,714	1,454	9,050	16,284	7,234
WORKER COMP	17,044	11,796	(5,248)	100,532	70,776	(29,756)
Legal Fee	462	1,735	1,273	1,929	10,410	8,481
Software Services	6,236	0	(6,236)	22,973	0	(22,973)
Commission	0	2,460	2,460	11,496	14,760	3,264
Contract Labor	3,725	98	(3,627)	18,047	588	(17,459)
Professional Fees	427	2,192	1,765	18,427	13,152	(5,275)
Sales Administrative Expense	10,350	9,038	(1,312)	64,948	54,228	(10,720)
Admin Allocation	(33,627)	(23,473)	10,154	(194,742)	(140,838)	53,904
Uniforms	0	0	0	3,973	0	(3,973)
Supplies	19,571	13,249	(6,322)	100,636	79,494	(21,142)
Housekeeping	1,672	674	(998)	3,884	4,044	160
Phone & Internet	7,287	7,135	(152)	39,608	42,810	3,202
Postage	571	2,941	2,370	1,806	17,646	15,840
Rent	60,898	86,588	25,690	368,073	519,528	151,455
Insurance	11,327	19,265	7,938	72,141	115,590	43,449
Interest Expense	2,866	3,488	622	16,625	20,928	4,303
Building Maintenance	4,372	4,237	(135)	13,862	25,422	11,560
Property Taxes	3,600	208	(3,392)	14,430	1,248	(13,182)
Security Expense	2,459	424	(2,035)	4,350	2,544	(1,806)
Utilities	19,520	20,038	518	105,353	120,228	14,875
Trash Removal	10,432	11,199	767	64,155	67,194	3,039
Equipment Maintenance	3,331	1,189	(2,142)	20,297	7,134	(13,163)
Marketing & Advertising	3,625	8,032	4,407	51,880	48,192	(3,688)
Leasing	1,245	0	(1,245)	7,895	0	(7,895)
Auto Expense	10,871	6,553	(4,318)	63,736	39,318	(24,418)
Travel	3,797	5,174	1,377	22,826	31,044	8,218
Training	590	1,284	694	7,508	7,704	196
GIJ Campaign	0	0	0	3,500	0	(3,500)
Charitable Contributions	0	0	0	1,305	0	(1,305)
Community Ourtreach	4,327	4,643	316	16,498	27,858	11,360
Membership Dues	5,990	6,595	605	36,855	39,570	2,715
Registration Fee	506	394	(112)	6,870	2,364	(4,506)
Awards	0	0	0	0	0	0
Misc Expense	132	94	(38)	303	564	261
Employee Relations	298	940	642	2,582	5,640	3,058
Drug Testing Expense	990	156	(834)	3,532	936	(2,596)
Annual Awards Banquet	0	1,013	1,013	1,265	6,078	4,813
<b>TOTAL EXPENSES</b>	<b>597,007</b>	<b>675,249</b>	<b>78,242</b>	<b>3,483,250</b>	<b>4,051,494</b>	<b>568,244</b>
<b>INCOME BEFORE DEPRECIATION</b>	<b>13,689</b>	<b>49,963</b>	<b>(36,274)</b>	<b>184,778</b>	<b>299,778</b>	<b>(115,000)</b>
Depreciation	31,725	28,431	(3,294)	189,095	170,586	(18,509)
<b>NET INCOME (LOSS)</b>	<b>(18,036)</b>	<b>21,532</b>	<b>(39,568)</b>	<b>(4,317)</b>	<b>129,192</b>	<b>(133,509)</b>

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