

Goodwill Industries of South Mississippi
Income Statement
For The 1 Periods Ended 1/31/2018

	Prior Year			Prior		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
REVENUE						
Net Sales	465,267	463,778	1,489	465,267	463,778	1,489
Grant Revenue	0	0	0	0	0	0
Contributions	3,349	149	3,200	3,349	149	3,200
Salvage	48,890	48,698	192	48,890	48,698	192
Interest Income	749	0	749	749	0	749
Gain (Loss) Disposition Asset	0	0	0	0	0	0
PassCust Revenue	28,451	6,660	21,791	50,951	6,660	44,291
WFD Revenue	22,500					
Miscellaneous Income	33	80	(47)	33	80	(47)
TOTAL REVENUE	569,239	519,365	49,874	569,239	519,365	49,874
COST OF SALES-NEW GOODS	0	(10,790)	10,790	0	(10,790)	10,790
GROSS PROFIT	569,239	508,575	60,664	569,239	508,575	60,664
EXPENSES						
Salary & Wages	360,303	325,598	(34,705)	360,303	325,598	(34,705)
GoodworX Labor	0	0	0	0	0	0
FICA	26,909	24,006	(2,903)	26,909	24,006	(2,903)
UNEMP COMP	1,759	1,880	121	1,759	1,880	121
WORKER COMP	17,217	13,953	(3,264)	17,217	13,953	(3,264)
Legal Fee	0	0	0	0	0	0
Software Services	1,683	385	(1,298)	1,683	385	(1,298)
Commission	4,827	4,312	(515)	4,827	4,312	(515)
Contract Labor	0	58	58	0	58	58
Professional Fees	0	0	0	0	0	0
Sales Administrative Expense	9,141	8,675	(466)	9,141	8,675	(466)
Admin Allocation	(28,190)	(21,735)	6,455	(28,190)	(21,735)	6,455
Uniforms	0	0	0	0	0	0
Supplies	16,335	10,064	(6,271)	16,335	10,064	(6,271)
Housekeeping	648	755	107	648	755	107
Phone	5,937	4,552	(1,385)	5,937	4,552	(1,385)
Postage	225	3,008	2,783	225	3,008	2,783
Rent	63,780	51,132	(12,648)	63,780	51,132	(12,648)
Insurance	9,178	14,424	5,246	9,178	14,424	5,246
Interest Expense	2,363	3,237	874	2,363	3,237	874
Building Upkeep	141	1,216	1,075	141	1,216	1,075
Property Taxes	0	0	0	0	0	0
Security Expense	672	790	118	672	790	118
Utilities	19,688	14,544	(5,144)	19,688	14,544	(5,144)
Trash Removal	11,963	10,357	(1,606)	11,963	10,357	(1,606)
Equipment Upkeep	746	2,473	1,727	746	2,473	1,727
Marketing & Advertising	6,919	602	(6,317)	6,919	602	(6,317)
Leasing	1,243	0	(1,243)	1,243	0	(1,243)
Consumable Auto Sup	4,367	2,487	(1,880)	4,367	2,487	(1,880)
Vehicle Upkeep	236	1,721	1,485	236	1,721	1,485
Auto Insurance	1,623	1,625	2	1,623	1,625	2
Vehicle Tag	192	356	164	192	356	164
Travel	3,518	1,265	(2,253)	3,518	1,265	(2,253)
Training	1,943	0	(1,943)	1,943	0	(1,943)
Medical	0	0	0	0	0	0
Gil Campaign	3,500	0	(3,500)	3,500	0	(3,500)
Charitable Contributions	1,305	0	(1,305)	1,305	0	(1,305)
Community Ourtreach	2,993	0	(2,993)	2,993	0	(2,993)
Membership Dues	5,388	5,388	0	5,388	5,388	0
Registration Fee	460	2,623	2,163	460	2,623	2,163
Awards	0	600	600	0	600	600
Misc Expense	0	0	0	0	0	0
Employee Relations	186	204	18	186	204	18
Drug Testing Expense	354	20	(334)	354	20	(334)
Annual Awards Banquet	0	0	0	0	0	0
TOTAL EXPENSES	559,552	490,575	(68,977)	559,552	490,575	(68,977)
INCOME BEFORE DEPRECIATION	9,687	18,000	(8,313)	9,687	18,000	(8,313)
Depreciation	31,171	25,744	(5,427)	31,171	25,744	(5,427)
NET INCOME (LOSS)	(21,484)	(7,744)	(13,740)	(21,484)	(7,744)	(13,740)

UNAUDITED-FOR MANAGEMENT USE ONLY