

**Goodwill Industries of South Mississippi
Income Statement
For The 6 Periods Ended 6/30/2017**

	Prior Year			Prior		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
REVENUE						
Net Sales	499,702	480,097	19,605	3,004,475	2,962,291	42,184
Contributions	30	300	(270)	1,333	1,294	39
Salvage	47,836	41,876	5,960	250,126	189,719	60,407
Gain (Loss) Disposition Asset	(4,025)	0	(4,025)	(6,369)	4,625	(10,994)
Revenue	53,681	9,279	44,402	80,601	51,646	28,955
Miscellaneous Income	29	17	12	109	24	85
TOTAL REVENUE	597,253	531,569	65,684	3,330,275	3,209,599	120,676
COST OF SALES-NEW GOODS	(1,767)	(10,707)	8,940	(40,307)	(111,644)	71,337
GROSS PROFIT	595,486	520,862	74,624	3,289,968	3,097,955	192,013
EXPENSES						
Salary & Wages	315,096	283,500	(31,596)	1,765,403	1,770,076	4,673
GoodworX Labor	0	0	0	0	48	48
FICA	23,592	21,026	(2,566)	130,403	136,787	6,384
UNEMP COMP	1,058	1,128	70	8,008	11,599	3,591
WORKER COMP	13,084	11,225	(1,859)	71,483	54,316	(17,167)
Legal Fee	291	0	(291)	726	6,475	5,749
Commission	1,299	4,379	3,080	17,543	16,093	(1,450)
Contract Labor	629	150	(479)	1,302	555	(747)
Professional Fees	0	0	0	17,000	0	(17,000)
Sales Administrative Expense	10,071	6,992	(3,079)	53,129	51,113	(2,016)
Admin Allocation	(22,959)	(18,741)	4,218	(141,038)	(114,917)	26,121
Uniforms	0	0	0	1,124	0	(1,124)
Safety Supplies	565	0	(565)	565	148	(417)
Supplies	23,421	13,521	(9,900)	96,833	60,997	(35,836)
Display & Design Expense	1,610	0	(1,610)	5,708	0	(5,708)
Office Supplies	468	0	(468)	929	747	(182)
Housekeeping	504	718	214	3,238	3,321	83
Phone	4,362	6,089	1,727	26,023	33,156	7,133
Vehicle Tracking Service	385	492	107	2,311	2,418	107
Postage	1,670	2,781	1,111	14,572	18,309	3,737
Rent	58,165	53,003	(5,162)	321,291	312,271	(9,020)
Insurance	15,929	17,367	1,438	99,610	98,888	(722)
Interest Expense	3,042	3,503	461	18,300	22,053	3,753
Building Upkeep	3,217	1,037	(2,180)	14,342	17,981	3,639
Property Taxes	0	0	0	0	5,552	5,552
Security Expense	72	920	848	2,575	3,526	951
Utilities	15,498	18,311	2,813	79,190	87,496	8,306
Trash Removal	9,340	10,416	1,076	56,185	55,567	(618)
Equipment Upkeep	4,668	702	(3,966)	16,505	6,599	(9,906)
Print & Pub	4,328	2,049	(2,279)	19,111	19,561	450
Consumable Auto Sup	2,675	2,685	10	15,383	14,428	(955)
Vehicle Upkeep	1,496	3,223	1,727	9,236	12,138	2,902
Auto Insurance	1,624	1,694	70	9,746	10,584	838
Licenses	1,103	1,126	23	2,936	2,779	(157)
Travel	2,489	1,879	(610)	18,973	9,371	(9,602)
Training	419	263	(156)	7,565	2,728	(4,837)
Medical	0	0	0	0	357	357
Charitable Contributions	0	0	0	500	0	(500)
Membership Dues	5,388	5,388	0	32,328	30,965	(1,363)
Registration Fee	107	405	298	3,811	3,318	(493)
Awards	0	450	450	600	2,929	2,329
Misc Expense	60	0	(60)	465	805	340
Employee Relations	79	31	(48)	890	156	(734)
Drug Testing Expense	1,648	187	(1,461)	2,287	605	(1,682)
Annual Awards Banquet	0	0	0	12,913	2,666	(10,247)
Depreciation	26,041	29,414	3,373	155,028	180,048	25,020
TOTAL EXPENSES	532,534	487,313	(45,221)	2,975,032	2,954,612	(20,420)
NET INCOME (LOSS)	62,952	33,549	29,403	314,936	143,343	171,593

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