

**Goodwill Industries of South Mississippi
Income Statement
For The 8 Periods Ended 8/31/2017**

	Prior Year			Prior		
	Period to Date	Period to Date	Variance	Year to Date	Year to Date	Variance
REVENUE						
Net Sales	502,844	507,303	(4,459)	3,999,579	3,971,155	28,424
Contributions	44	100	(56)	1,468	1,394	74
Salvage	33,729	46,141	(12,412)	326,979	269,615	57,364
Interest Income	118	0	118	118	54	64
Gain (Loss) Disposition Asset	0	0	0	(6,369)	(36,884)	30,515
Revenue	37,871	4,857	33,014	151,002	60,764	90,238
Miscellaneous Income	150	0	150	259	24	235
TOTAL REVENUE	574,756	558,401	16,355	4,473,036	4,266,122	206,914
COST OF SALES-NEW GOODS	(232)	(5,255)	5,023	(42,214)	(130,075)	87,861
GROSS PROFIT	574,524	553,146	21,378	4,430,822	4,136,047	294,775
EXPENSES						
Salary & Wages	333,570	287,501	(46,069)	2,422,764	2,350,532	(72,232)
GoodworX Labor	0	0	0	0	48	48
FICA	25,052	21,235	(3,817)	179,320	179,938	618
UNEMP COMP	1,009	897	(112)	10,024	13,572	3,548
WORKER COMP	14,130	30,399	16,269	98,956	92,388	(6,568)
Legal Fee	500	341	(159)	1,226	7,251	6,025
Commission	4,131	3,242	(889)	26,608	22,427	(4,181)
Contract Labor	0	0	0	1,338	745	(593)
Professional Fees	5,215	15,000	9,785	22,215	15,000	(7,215)
Sales Administrative Expense	10,196	10,154	(42)	73,357	70,003	(3,354)
Admin Allocation	(23,464)	(19,432)	4,032	(186,488)	(152,842)	33,646
Uniforms	1,701	0	(1,701)	2,825	0	(2,825)
Safety Supplies	0	0	0	589	148	(441)
Supplies	32,260	8,777	(23,483)	156,049	77,822	(78,227)
Display & Design Expense	0	0	0	5,885	0	(5,885)
Office Supplies	0	0	0	929	1,100	171
Housekeeping	902	215	(687)	4,838	4,338	(500)
Phone	7,462	4,291	(3,171)	38,528	43,180	4,652
Vehicle Tracking Service	385	0	(385)	3,082	2,803	(279)
Postage	664	2,566	1,902	15,742	22,849	7,107
Rent	20,675	51,434	30,759	394,173	416,389	22,216
Insurance	19,546	17,084	(2,462)	133,737	139,101	5,364
Interest Expense	2,818	3,430	612	25,550	28,804	3,254
Building Upkeep	(1,745)	2,177	3,922	14,233	22,074	7,841
Property Taxes	0	0	0	0	5,552	5,552
Security Expense	175	19	(156)	3,511	4,207	696
Utilities	17,545	17,342	(203)	114,229	125,423	11,194
Trash Removal	10,831	10,038	(793)	77,791	75,265	(2,526)
Equipment Upkeep	3,014	1,516	(1,498)	21,950	9,273	(12,677)
Print & Pub	8,650	5,297	(3,353)	30,174	27,063	(3,111)
Leasing	46	0	(46)	46	0	(46)
Consumable Auto Sup	3,899	2,328	(1,571)	22,007	19,121	(2,886)
Vehicle Upkeep	8,295	2,926	(5,369)	22,751	16,452	(6,299)
Auto Insurance	1,624	1,694	70	12,995	13,973	978
Licenses	246	226	(20)	3,341	3,138	(203)
Travel	6,230	1,217	(5,013)	28,926	11,627	(17,299)
Training	1,589	169	(1,420)	9,194	4,000	(5,194)
Medical	0	0	0	0	357	357
Charitable Contributions	375	0	(375)	875	0	(875)
Membership Dues	5,388	5,388	0	43,104	41,741	(1,363)
Registration Fee	381	135	(246)	5,197	3,835	(1,362)
Awards	0	600	600	250	3,629	3,379
Misc Expense	0	138	138	464	319	(145)
Employee Relations	501	0	(501)	1,546	236	(1,310)
Drug Testing Expense	3,785	244	(3,541)	6,577	1,409	(5,168)
Annual Awards Banquet	0	0	0	12,913	2,666	(10,247)
TOTAL EXPENSES	527,581	488,588	(38,993)	3,863,321	3,726,956	(136,365)
INCOME BEFORE DEPRECIATION	46,943	64,558	(17,615)	567,501	409,091	158,410
Depreciation	26,445	26,504	59	207,470	235,406	27,936
NET INCOME (LOSS)	20,498	38,054	(17,556)	360,031	173,685	186,346

UNAUDITED-FOR MANAGEMENT USE ONLY