

Goodwill Industries of Middle Tennessee, Inc.
2007 Budget
by Business Line

	January	February	March	April	May	June	July	August	September	October	November	December	Total	2006 Actual & Forecast	% Change
Revenue															
Salvage	131,341	121,051	130,536	137,841	144,226	141,487	141,860	151,191	132,482	150,869	137,928	131,698	1,652,510	1,507,582	9.61%
Retail	2,493,000	2,492,000	2,879,000	2,770,475	2,759,985	2,719,000	2,822,000	2,820,000	2,965,000	3,374,000	2,951,000	2,787,000	33,832,460	29,065,783	16.40%
Total Donated Goods	2,624,341	2,613,051	3,009,536	2,908,316	2,904,211	2,860,487	2,963,860	2,971,191	3,097,482	3,524,869	3,088,928	2,918,698	35,484,970	30,573,365	16.06%
Career Solutions	17,739	17,007	17,739	17,373	43,620	39,796	28,158	16,440	14,974	16,440	15,341	14,975	259,602	295,673	-12.20%
Commercial Services	43,105	39,042	45,335	41,072	43,105	43,194	36,829	47,475	38,913	45,137	39,041	33,201	495,449	539,114	-8.10%
Total Revenue	2,685,185	2,669,100	3,072,610	2,966,761	2,990,936	2,943,477	3,028,847	3,035,106	3,151,369	3,586,446	3,143,310	2,966,874	36,240,021	31,408,152	15.38%
Expenses from Operations															
Career Solutions	168,235	165,165	171,629	182,149	209,424	230,123	260,069	204,390	202,164	208,009	208,158	206,506	2,416,021	1,386,300	-74.28%
Donated Goods	2,228,429	2,110,628	2,309,330	2,269,813	2,403,950	2,324,331	2,403,199	2,454,647	2,283,478	2,438,998	2,357,786	2,352,903	27,937,492	23,648,748	-18.14%
Commercial Services	38,691	33,657	37,026	35,351	38,683	35,351	37,101	38,762	33,762	38,762	37,083	35,441	439,670	551,096	20.22%
Total Operating Expenses	2,435,355	2,309,450	2,517,985	2,487,313	2,652,057	2,589,805	2,700,369	2,697,799	2,519,404	2,685,769	2,603,027	2,594,850	30,793,183	25,586,144	-20.35%
Supporting Services Expense															
Management & General	193,468	164,827	180,723	173,237	192,914	175,620	183,403	187,600	168,777	185,746	182,437	174,314	2,163,066	2,008,608	-7.69%
Communication	26,170	23,824	29,690	41,652	23,986	23,046	23,046	31,335	26,546	40,446	27,630	26,046	343,417	278,840	-23.16%
Housing & Occupancy	93,171	81,542	89,005	89,753	97,382	89,403	94,082	98,039	86,236	96,677	92,545	91,242	1,099,077	1,008,779	-8.95%
GII Dues	11,349	11,349	11,349	11,428	11,428	11,428	11,428	11,428	11,428	11,428	11,428	11,428	136,899	136,683	-0.16%
Total Supporting Services Expense:	324,158	281,542	310,767	316,070	325,710	299,497	311,959	328,402	292,987	334,297	314,040	303,030	3,742,459	3,432,910	-9.02%
Total Expenses	2,759,513	2,590,992	2,828,752	2,803,383	2,977,767	2,889,302	3,012,328	3,026,201	2,812,391	3,020,066	2,917,067	2,897,880	34,535,642	29,019,054	-19.01%
Net Revenue (Expense) from Operations	(74,328)	78,108	243,858	163,378	13,169	54,175	16,519	8,905	338,978	566,380	226,243	68,994	1,704,379	2,389,098	-28.66%
2006 Actual Net Revenue (Expense)															
	35,687	192,492	244,417	314,820	30,054	44,519	96,823	58,884	295,935	495,852	Forecast 285,465	Forecast 294,150	2,389,098		