

Goodwill of Middle Tennessee
Operating Statement by Business Line
Budget 2018 (1/1/2018 - 12/31/2018)

| | Budget FY2018 |
|--|--------------------------|
| Revenue From Operations | |
| Career Solutions | 624,225 |
| Retail | 58,102,434 |
| Ecommerce | 3,107,286 |
| Centralized - Salvage | 3,379,821 |
| Solicited Contributions | 657,075 |
| Total | 65,870,841 |
| Expense from Operations | |
| Career Solutions | 3,171,410 |
| Retail | |
| Retail Stores | 21,277,688 |
| Retail DEC | 2,072,174 |
| Retail Processing | 11,986,404 |
| Ecommerce | 2,054,978 |
| Donated Goods Processing | 9,701,094 |
| Salvage | 1,794,143 |
| DEC Locations | 3,811,946 |
| Total | 55,869,837 |
| Supporting Services | |
| Management & General | 4,292,600 |
| Marketing | 905,034 |
| Housing & Occupancy | 1,424,731 |
| GII Dues | 171,216 |
| Total | 6,793,581 |
| Total Expenses without Depreciation | 62,663,418 |
| Net Revenue (Expense) Before Depreciation | 3,207,423 |
| Depreciation | 2,956,696 |
| Net Revenue (Expense) After Depreciation | 250,727 |

Goodwill of Middle Tennessee
Operating Statement
Budget 2018 (1/1/2018 - 12/31/2018)

| | Budget FY2018 |
|------------------------------------|--------------------------|
| Revenue from Operations | |
| Sign Solutions | |
| Rent - Subleases | 31,722 |
| Decentralization Grant Revenue | |
| Career Solutions Revenue | 592,503 |
| Donated Goods Revenue | |
| Retail Revenue | 61,209,720 |
| Salvage Revenue | 3,379,821 |
| Solicited Contributions | 657,075 |
| Total Donated Goods Revenue | 65,246,616 |
| Total Revenue | 65,870,841 |
| Cost of Goods Sold -Cokes | 187,804 |
| Gross Margin | 65,683,037 |
| Expense from Operations | |
| Payroll Expense | |
| Mission Related | 24,320,984 |
| Non-Mission Related | 8,705,388 |
| Benefits | 8,904,835 |
| Total | 41,931,207 |
| Non Payroll Expense | |
| Supplies | 1,544,192 |
| Occupancy | 14,547,377 |
| Advertising - Other | 867,849 |
| Advertising - Media | 835,567 |
| Other | 2,749,420 |
| Depreciation | 2,956,697 |
| Total | 23,501,103 |
| Total Expenses | 65,432,310 |
| Net Revenue (Expense) | \$ 250,727 |