

AGENCY SUMMARY
Goodwill Industries of Middle Tennessee, Inc.
Budget 2012

ACCOUNT DESCRIPTION	January	February	March	April	May	June	July	August	September	October	November	December	2012 Totals
Revenue:													
Career Solutions	\$67,910	\$68,191	\$75,080	\$71,680	\$68,280	\$81,610	\$76,628	\$57,920	\$54,242	\$52,418	\$52,018	\$51,618	\$777,595
Donated Goods - Retail	4,214,070	4,387,070	4,843,070	4,549,070	4,569,070	4,570,070	4,645,070	4,705,070	4,831,070	5,504,070	5,053,070	4,978,830	56,849,600
Donated Goods - Salvage	342,055	326,041	398,922	373,370	298,137	279,507	300,501	282,919	297,542	265,703	267,269	267,538	3,699,504
Total Revenue	4,624,035	4,781,302	5,317,072	4,994,120	4,935,487	4,931,187	5,022,199	5,045,909	5,182,854	5,822,191	5,372,357	5,297,986	61,326,699
Expenses:													
Career Solutions	467,193	445,832	462,836	457,005	485,492	510,066	540,509	481,979	456,077	500,978	486,279	472,925	5,767,171
Donated Goods	3,724,959	3,659,922	3,845,947	3,737,989	3,926,478	3,773,830	3,957,395	4,080,531	3,875,385	4,097,790	4,081,524	4,040,641	46,802,391
Total Expenses from Operations	4,192,152	4,105,754	4,308,783	4,194,994	4,411,970	4,283,896	4,497,904	4,562,510	4,331,462	4,598,768	4,567,803	4,513,566	52,569,562
Supporting Services:													
Management & General	293,801	289,502	299,266	288,070	305,856	287,271	297,851	310,772	276,276	307,138	297,537	286,624	3,539,964
Marketing	56,886	51,220	51,595	42,034	52,211	61,370	55,318	58,323	55,121	50,995	70,181	56,787	662,041
Housing & Occupancy	137,831	133,117	139,355	136,397	146,621	139,399	145,948	151,636	137,519	151,201	148,870	143,996	1,711,890
GII Dues	12,931	12,931	12,931	12,931	12,931	12,931	12,931	12,931	12,931	12,931	12,931	12,931	155,172
Total Supporting Services Expenses	501,449	486,770	503,147	479,432	517,619	500,971	512,048	533,662	481,847	522,265	529,519	500,338	6,069,067
Total Expenses	4,693,601	4,592,524	4,811,930	4,674,426	4,929,589	4,784,867	5,009,952	5,096,172	4,813,309	5,121,033	5,097,322	5,013,904	58,638,629
Net Income (Loss)	<u>(\$69,566)</u>	<u>\$188,778</u>	<u>\$505,142</u>	<u>\$319,694</u>	<u>\$5,898</u>	<u>\$146,320</u>	<u>\$12,247</u>	<u>(\$50,263)</u>	<u>\$369,545</u>	<u>\$701,158</u>	<u>\$275,035</u>	<u>\$284,082</u>	<u>\$2,688,070</u>