

AGENCY SUMMARY (Includes new stores and all new opportunities)
Goodwill Industries of Middle Tennessee, Inc.
Budget 2013

2013

ACCOUNT DESCRIPTION	January	February	March	April	May	June	July	August	September	October	November	December	Totals
Revenue:													
Career Solutions	\$39,696	\$37,220	\$38,131	\$38,338	\$37,799	\$57,568	\$56,802	\$36,124	\$34,216	\$32,870	\$32,352	\$32,085	\$473,201
Donated Goods - Retail	5,205,290	5,176,520	5,921,290	5,547,700	5,636,290	5,650,700	5,820,290	5,733,290	5,776,700	6,912,290	6,535,700	6,286,290	70,202,350
Donated Goods - Salvage	405,571	332,521	378,718	382,184	398,978	369,872	427,162	395,898	364,822	427,080	375,322	393,191	4,651,319
Total Revenue	5,650,557	5,546,261	6,338,139	5,968,222	6,073,067	6,078,140	6,304,254	6,165,312	6,175,738	7,372,240	6,943,374	6,711,566	75,326,870
Expenses:													
Career Solutions	663,908	675,517	705,776	736,430	765,042	730,773	813,729	751,839	726,094	781,899	729,376	762,612	8,842,995
Donated Goods	4,554,004	4,279,786	4,524,353	4,551,532	4,707,661	4,539,000	4,847,481	4,845,144	4,780,986	5,103,281	5,025,066	5,034,712	56,793,006
Total Expenses from Operations	5,217,912	4,955,303	5,230,129	5,287,962	5,472,703	5,269,773	5,661,210	5,596,983	5,507,080	5,885,180	5,754,442	5,797,324	65,636,001
Supporting Services:													
Management & General	349,631	326,849	330,465	379,409	389,850	355,367	368,905	359,203	345,635	398,528	344,970	361,064	4,309,876
Marketing	65,626	60,952	58,488	55,148	76,639	63,719	62,235	60,689	62,163	57,380	81,314	70,833	775,186
Housing & Occupancy	142,015	144,811	147,797	153,218	163,335	132,686	152,066	148,057	135,518	148,830	128,611	156,272	1,753,216
GII Dues	13,835	13,835	13,835	13,835	13,835	13,835	13,835	13,835	13,835	13,835	13,835	13,835	166,020
Total Supporting Services Expenses	571,107	546,447	550,585	601,610	643,659	555,607	597,041	581,784	557,151	618,573	568,730	602,004	7,004,298
Total Expenses	5,789,019	5,501,750	5,780,714	5,889,572	6,116,362	5,835,380	6,258,251	6,178,767	6,064,231	6,503,753	6,323,172	6,399,328	72,640,299
Net Income (Loss)	(\$138,462)	\$44,511	\$557,425	\$78,650	(\$43,295)	\$242,760	\$46,003	(\$13,455)	\$111,507	\$868,487	\$620,202	\$312,238	\$2,686,571