

Goodwill Industries of Middle Tennessee, Inc.
Budget 2020

Accounts	FY2020
Revenue From Operations	
Career Solutions	781,785
Retail	51,728,641
Ecommerce	3,456,280
Outlets	4,004,578
Centralized - Salvage	3,512,330
Solicited Contributions	768,187
Total	64,251,801
Expense from Operations	
Career Solutions	3,991,624
Retail	
Retail Stores	31,637,225
Retail DEC	53,963
Retail Processing	315,564
Ecommerce	2,478,444
Outlets	1,459,986
Donated Goods Processing	8,216,688
Salvage	2,263,127
DEC Locations	2,931,645
Total	53,348,267
Supporting Services	
Management & General	5,345,249
Marketing	713,266
Housing & Occupancy	1,646,605
GII Dues	180,480
Total	7,885,600
Total Expenses without Depreciation	61,233,867
Net Revenue (Expense) Before Depreciation	3,017,934
Depreciation	
Depreciation	1,718,532
Net Revenue (Expense) After Depreciation	1,299,401
Public Support & Investment Income	
Direct Contributions	30,000
United Way Contributions	
Special Event Fundraising	
Net Assets - Release from Restrictions	
Investment & Miscellaneous Income (Expense)	1,074,426
Total	1,104,426
Increase in Market Value of Investments	600,000
Net Revenue (Expense)	3,003,827

Goodwill Industries of Middle Tennessee, Inc.
Operating Statement
Budget 2020 (1/1/2020-12/31/2020)

	Budget FY2020
Revenue from Operations	
Career Solutions Revenue	781,785
Donated Goods Revenue	
Retail Revenue	59,165,499
Salvage Revenue	3,536,330
Solicited Contributions	768,187
Total Donated Goods Revenue	63,470,016
Public Support and Investment Income	1,704,426
Total Revenue	65,956,227
Cost of Goods Sold	202,228
Gross Margin	65,753,999
Expense from Operations	
Payroll Expense	
Mission Related	24,448,395
Non-Mission Related	8,114,963
Benefits	7,834,374
Total	40,397,732
Non Payroll Expense	
Supplies	1,093,142
Occupancy	15,166,489
Advertising - Other	806,435
Advertising - Media	569,138
Other	2,998,702
Depreciation	1,718,532
Total	22,352,439
Total Expenses	62,750,171
Net Revenue (Expense)	\$ 3,003,827