## Goodwill Industries of Middle Tennessee, Inc. Budget 2020

Revenue From Operations         781,785           Retail         51,728,641           Ecommerce         3,456,280           Outlets         4,004,578           Centralized - Salvage         3,512,330           SolicitedContributions         768,187           Total         64,251,801           Expense from Operations         3,991,624           Retail         3,991,624           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         Supporting Services           Management & General         5,345,249           Marketing         713,266           Housing & Occupancy         1,646,605           GII Dues         180,480           Total Expenses without Depreciation         61,233,867           Net Revenue (Expense) Before Depreciation         1,718,532           Net Revenue (Expense) After Depreciation <th>Accounts</th> <th>FY2020</th>	Accounts	FY2020
Retail         51,728,641           Ecommerce         3,456,280           Outlets         4,004,578           Centralized - Salvage         3,512,330           SolicitedContributions         768,187           Total         64,251,801           Expense from Operations         3,991,624           Retail         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           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) After Depreciation         1,718,532           Net Revenue (Expense) After Depreciation         1,299,401           Public Support & Investment Inco	Revenue From Operations	
Ecommerce	Career Solutions	781,785
Outlets         4,004,578           Centralized - Salvage         3,512,330           SolicitedContributions         768,187           Total         64,251,801           Expense from Operations         3,991,624           Retail         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           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         1,718,532           Net Revenue (Expense) After Depreciation         1,299,401           Public Support & Investment Income         Direct Contributions         30,000 <th>Retail</th> <th>51,728,641</th>	Retail	51,728,641
Centralized - Salvage SolicitedContributions Total  Expense from Operations Career Solutions Retail Retail Stores Retail DEC SolicitedContributions Seatil Processing SolicitedContributions Retail Processing SolicitedContributions Retail Processing SolicitedContributions Soli	Ecommerce	3,456,280
SolicitedContributions Total  Expense from Operations Career Solutions Retail Retail Stores Retail DEC Solutions Retail Processing Solicited Goods Processin	Outlets	4,004,578
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	Centralized - Salvage	3,512,330
Expense from Operations Career Solutions Retail Retail Stores Retail DEC Sa,963 Retail Processing Salvage Donated Goods Processing Salvage Supporting Services Management & General Marketing Housing & Occupancy Gil Dues Total Total Total Expenses without Depreciation Depreciation Depreciation Depreciation Depreciation Public Support & Investment Income Direct Contributions Special Event Fundraising Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) I 3,991,624 Rafetail Retail Sa,991,624 Salyage 3,478,444 Cutlets 1,459,986 Salvage 2,263,127 De,478,444 Cutlets 1,459,986 Rotale Salvage 2,263,127 Supporting Services Management & General 5,345,249 Marketing 713,266 Housing & Occupancy 1,646,605 Gil Dues 180,480 Total Expenses without Depreciation 1,718,532 Ret Revenue (Expense) Before Depreciation 1,718,532 Ret Revenue (Expense) After Depreciation 1,718,532	SolicitedContributions	768,187
Career Solutions       3,991,624         Retail       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       30,000         United Way Contributions       1,074,426	Total	64,251,801
Career Solutions       3,991,624         Retail       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       30,000         United Way Contributions       1,074,426		
Retail         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           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         1,718,532           Net Revenue (Expense) After Depreciation         1,299,401           Public Support & Investment Income         Direct Contributions         30,000           United Way Contributions         30,000           Special Event Fundraising         Net Assets - Release from Restrictions         1,074,426	Expense from Operations	
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         30,000           United Way Contributions         1,074,426	Career Solutions	3,991,624
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           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         1,718,532           Net Revenue (Expense) After Depreciation         1,299,401           Public Support & Investment Income         Direct Contributions         30,000           United Way Contributions         30,000           Special Event Fundraising         Net Assets - Release from Restrictions         1,074,426	Retail	
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         1,718,532           Net Revenue (Expense) After Depreciation         1,299,401           Public Support & Investment Income           Direct Contributions         30,000           United Way Contributions         30,000           United Way Contributions         30,000           Investment & Miscellaneous Income (Expense)         1,074,426	Retail Stores	31,637,225
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 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	Retail DEC	53,963
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	Retail Processing	315,564
Donated Goods Processing Salvage 2,263,127 DEC Locations 2,931,645 Total 53,348,267  Supporting Services Management & General 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 2,293,807 United Way Contributions Special Event Fundraising Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) 1,074,426	Ecommerce	2,478,444
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	Outlets	1,459,986
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 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	Donated Goods Processing	8,216,688
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 1,718,532  Net Revenue (Expense) After Depreciation 1,299,401  Public Support & Investment Income Direct Contributions 30,000  United Way Contributions 30,000  United Way Contributions 30,000  United Way Contributions 1,074,426	Salvage	2,263,127
Supporting Services  Management & General  Marketing  M	DEC Locations	2,931,645
Management & General 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 2,299,401  Public Support & Investment Income Direct Contributions Special Event Fundraising Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) 1,074,426	Total	53,348,267
Management & General 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 2,299,401  Public Support & Investment Income Direct Contributions Special Event Fundraising Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) 1,074,426		
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 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	Supporting Services	
Housing & Occupancy  GII Dues  1,646,605  GII Dues  180,480  Total  7,885,600  Total Expenses without Depreciation  61,233,867  Net Revenue (Expense) Before Depreciation  Depreciation  Depreciation  Depreciation  1,718,532  Net Revenue (Expense) After Depreciation  1,299,401  Public Support & Investment Income  Direct Contributions  United Way Contributions  Special Event Fundraising  Net Assets - Release from Restrictions  Investment & Miscellaneous Income (Expense)  1,074,426	Management & General	
GII Dues 180,480 Total 7,885,600  Total Expenses without Depreciation 61,233,867 Net Revenue (Expense) Before Depreciation 3,017,934  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	Marketing	713,266
Total Expenses without Depreciation 61,233,867 Net Revenue (Expense) Before Depreciation 3,017,934  Depreciation 1,718,532  Net Revenue (Expense) After Depreciation 1,299,401  Public Support & Investment Income Direct Contributions 30,000 United Way Contributions 30,000 United Way Contributions 5pecial Event Fundraising Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) 1,074,426	Housing & Occupancy	1,646,605
Total Expenses without Depreciation 61,233,867 Net Revenue (Expense) Before Depreciation 3,017,934  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	GII Dues	
Net Revenue (Expense) Before Depreciation 3,017,934  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	7,885,600
Net Revenue (Expense) Before Depreciation 3,017,934  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 Funancia with aut Danuariation	C1 222 0C7
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		
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	Net Nevenue (Expense) before Depreciation	3,017,334
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	Depreciation	
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		1 718 532
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		_,,
Direct Contributions 30,000 United Way Contributions Special Event Fundraising Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) 1,074,426	Net Revenue (Expense) After Depreciation	1,299,401
Direct Contributions 30,000 United Way Contributions Special Event Fundraising Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) 1,074,426		
United Way Contributions Special Event Fundraising Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) 1,074,426	• •	
Special Event Fundraising Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) 1,074,426		30,000
Net Assets - Release from Restrictions Investment & Miscellaneous Income (Expense) 1,074,426	•	
Investment & Miscellaneous Income (Expense) 1,074,426		
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1,104,420		
	i otai	1,104,420
Increase in Market Value of Investments 600,000	Increase in Market Value of Investments	600,000
Net Revenue (Expense) 3,003,827	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
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