

Goodwill Industries of Middle Tennessee, Inc.
2010 Budget - Data by Business Line

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue													
Salvage	209,862	205,759	211,398	203,666	190,260	198,298	216,369	194,548	207,813	198,923	202,266	209,490	2,448,652
Retail	3,675,619	3,588,296	3,781,042	3,614,460	3,907,042	3,683,460	3,734,042	3,706,042	3,721,460	4,383,042	3,988,460	3,685,042	45,468,007
Total Donated Goods	3,885,481	3,794,055	3,992,440	3,818,126	4,097,302	3,881,758	3,950,411	3,900,590	3,929,273	4,581,965	4,190,726	3,894,532	47,916,659
Career Solutions	20,905	20,905	20,905	21,205	20,905	31,705	38,405	27,685	20,904	20,904	20,904	20,904	286,236
Commercial Services	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	3,906,386	3,814,960	4,013,345	3,839,331	4,118,207	3,913,463	3,988,816	3,928,275	3,950,177	4,602,869	4,211,630	3,915,436	48,202,895
Expenses from Operations													
Career Solutions	257,562	247,208	272,152	321,145	304,546	369,139	379,098	323,189	320,793	313,063	322,344	330,251	3,760,490
Donated Goods	3,040,085	2,888,421	3,063,175	3,011,051	2,993,860	3,093,411	3,141,938	3,101,973	3,068,307	3,110,203	3,047,301	3,177,956	36,737,681
Commercial Services	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	3,297,647	3,135,629	3,335,327	3,332,196	3,298,406	3,462,550	3,521,036	3,425,162	3,389,100	3,423,266	3,369,645	3,508,207	40,498,171
Supporting Services Expense													
Management & General	242,526	233,241	254,041	248,010	240,863	249,752	250,866	250,537	251,988	244,529	252,144	261,980	2,980,477
Communication	47,235	41,330	33,595	41,208	42,003	37,478	56,405	41,930	38,859	50,513	42,233	53,519	526,308
Housing & Occupancy	122,347	130,022	138,405	99,192	111,744	99,397	97,330	97,629	96,772	97,580	106,112	115,414	1,311,944
GII Dues	13,157	13,157	13,157	13,157	13,157	13,157	13,157	13,157	13,157	13,157	13,157	13,157	157,884
Total Supporting Services Expense:	425,265	417,750	439,198	401,567	407,767	399,784	417,758	403,253	400,776	405,779	413,646	444,070	4,976,613
Total Expenses	3,722,912	3,553,379	3,774,525	3,733,763	3,706,173	3,862,334	3,938,794	3,828,415	3,789,876	3,829,045	3,783,291	3,952,277	45,474,784
Net Revenue (Expense) from Operations	183,474	261,581	238,820	105,568	412,034	51,129	50,022	99,860	160,301	773,824	428,339	(36,841)	2,728,111
2009 Actual/Forecast	87,595	318,726	259,966	110,414	409,869	113,731	138,884	255,292	200,920	982,156	190,512	64,127	3,132,192