

Goodwill Industries of Middle Tennessee, Inc.
Operating Statement by Business Line
Budget 2019 (1/1/2019-12/31/2019)

| | <u>Budget FY2019</u> |
|--|--------------------------|
| Accounts for Reporting | |
| Revenue From Operations | |
| Career Solutions | 979,813 |
| Retail | 53,528,887 |
| Ecommerce | 2,638,016 |
| Centralized - Salvage | 3,419,573 |
| Solicited Contributions | 544,470 |
| Total | <u>61,110,759</u> |
| Expenses From Operations | |
| Career Solutions | 4,184,703 |
| Retail | 34,214,408 |
| Ecommerce | 1,689,812 |
| Centralized Donated Goods | 14,961,178 |
| Total | <u>55,050,101</u> |
| Support Services Expenses | |
| Management & General | 4,874,240 |
| Marketing | 735,500 |
| Housing & Occupancy | 1,711,327 |
| GII Dues | 174,000 |
| Total | <u>7,495,068</u> |
| Total Expenses | <u>62,545,169</u> |
| Net Revenue (Expense) from Operations | -1,434,409 |
| Public Support & Investment Income | |
| Direct Contributions | |
| United Way Contributions | |
| Special Event Fundraising | |
| Net Assets - Release from Restrictions | |
| Investment & Miscellaneous Income (Expense) | 1,320,000 |
| Total | <u>1,320,000</u> |
| Increase in Market Value of Investments | |
| Net Revenue (Expense) | <u>\$ (114,409)</u> |

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Budget 2019 (1/1/2019-12/31/2019)

| | <u>Budget FY2019</u> |
|---|--------------------------|
| Revenue from Operations | |
| Career Solutions Revenue | 979,813 |
| Donated Goods Revenue | |
| Retail Revenue | 56,142,903 |
| Salvage Revenue | 3,443,573 |
| Solicited Contributions | 544,470 |
| Total Donated Goods Revenue | <u>60,130,946</u> |
| Public Support and Investment Income | <u>1,320,000</u> |
| Total Revenue | <u>62,430,759</u> |
| Cost of Goods Sold | 178,809 |
| Gross Margin | 62,251,950 |
| Expense from Operations | |
| Payroll Expense | |
| Mission Related | 23,507,779 |
| Non-Mission Related | 6,983,907 |
| Benefits | 8,311,708 |
| Total | <u>38,803,394</u> |
| Non Payroll Expense | |
| Supplies | 1,601,702 |
| Occupancy | 16,031,309 |
| Advertising - Other | 679,493 |
| Advertising - Media | 658,983 |
| Other | 2,510,613 |
| Depreciation | 2,080,866 |
| Total | <u>23,562,965</u> |
| Total Expenses | <u>62,366,360</u> |
| Net Revenue (Expense) | <u>\$ (114,409)</u> |