

Goodwill Industries of Middle Tennessee, Inc.  
Budget 2021

Accounts	FY2021
<b>Revenue From Operations</b>	
Career Solutions	469,779
Retail	51,679,564
Ecommerce	3,988,320
Outlets	4,096,666
Centralized - Salvage	3,084,050
Solicited Contributions	516,796
Direct Contributions	395,500
<b>Total</b>	<b>64,230,675</b>
<b>Expense from Operations</b>	
Career Solutions	3,613,843
Retail	32,045,673
Ecommerce	2,928,784
Outlets	1,356,521
Donated Goods Processing	8,029,329
Salvage	2,448,880
DEC Locations	2,390,525
<b>Total</b>	<b>52,813,556</b>
<b>Supporting Services</b>	
Management & General	5,651,485
Marketing	642,198
Housing & Occupancy	1,673,794
GII Dues	180,479
<b>Total</b>	<b>8,147,956</b>
<b>Total Expenses without Depreciation</b>	<b>60,961,512</b>
<b>Net Revenue (Expense) Before Depreciation</b>	<b>3,269,162</b>
 79000 Depreciation	 1,687,668
<b>Net Revenue (Expense) After Depreciation</b>	<b>1,581,494</b>
 Investment & Miscellaneous Income (Expense)	 769,106
<b>Total</b>	<b>769,106</b>
 Increase in Market Value of Investments	 317,040
<b>Net Revenue (Expense)</b>	<b>2,667,640</b>

Notes:

Goodwill Industries of Middle Tennessee, Inc.  
Operating Statement  
Budget 2021 (1/1/2021-12/31/2021)

	Budget FY2021
<b>Revenue from Operations</b>	
Career Solutions Revenue	469,779
Donated Goods Revenue	
Salvage Revenue	3,149,139
Retail Revenue	59,699,461
Solicited Contributions	516,796
<b>Total</b>	<b>63,365,396</b>
Direct Contributions	395,500
Non-Operating Contributions	-
Net Assets -Release from Restrictions	
45300 Income - Miscellaneous Retail	
<b>Total</b>	<b>64,230,675</b>
 <b>Cost of Goods Sold</b>	 150,459
 <b>Gross Margin</b>	 64,080,216
 <b>Wages</b>	
Mission Related	24,263,540
Non-Mission Related	7,930,497
<b>Total</b>	<b>32,194,038</b>
 <b>Benefits</b>	 7,515,607
<b>Total Payroll</b>	<b>39,709,645</b>
 <b>Non Payroll Expense</b>	
Supplies	1,256,252
Occupancy	15,293,172
Advertising - Other	900,558
Advertising - Media	611,156
Other	3,040,270
Depreciation	1,687,668
<b>Total</b>	<b>22,789,077</b>
<b>Total Expenses</b>	<b>62,498,722</b>
 <b>Net Revenue from Operations</b>	 1,581,494
 <b>Investment &amp; Misc Income</b>	 769,106
 <b>Increase in Market Value of Investments</b>	 317,040
 <b>Net Revenue (Expense)</b>	 2,667,640