



# **GOODWILL INDUSTRIES OF HOUSTON**

**BOARD FINANCIAL PACKET FOR  
THE MONTH OF AUGUST 2020**

**September 10, 2020**



## GOODWILL INDUSTRIES OF HOUSTON P&L Analysis for August 2020

To: Members of the Goodwill Industries of Houston (GWH) Board  
and Members of the GWH Foundation Board

From: Leslie Ferguson  
Controller

Date: September 10, 2020

Re: P&L Analysis – August 2020

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### COVID-19 UPDATE

June 2020 was the first full month of operations since re-opening May 8<sup>th</sup>. Store Sales for the month of June 2020 were 76.0% of budget and 14.2% less than the comparable period last year. The goal has been to stay at or above 75% of budget to be at break-even cash flow, but it now appears that break-even cash flow can be achieved at 70% of the store sales budget.

July 2020 was the second full month of operations since re-opening. Store Sales for July 2020 were 71.0% of budget and 30.7% less than the same period a year ago due to a spike in confirmed COVID-19 cases locally and in Texas that kept shoppers away as well as store closures due to employees or family members being exposed to the virus. Eleven stores had to temporarily close for cleaning and sanitation during July 2020 resulting in a total of 61 closed store days. Had those stores all been opened for the whole month of July then Store Sales would have been 73.5% of budget.

August 2020 was the third full month of operations since re-opening. Store Sales for August 2020 were 75.8% of budget and 26.1% less than the same period in 2019. During the first two weeks of August we had several stores closed due to COVID but the last half of the month we had no closures due to COVID. However, we did have a fire in Lake Jackson and that store was closed for two weeks. We also had hurricane closures, but we felt optimistic about the turnaround in August.

Goodwill Houston continues to follow all state, local and CDC guidelines with an emphasis on the health and safety of our staff, donors and customers. The corporate office remains closed and corporate staff continue to work from home.

## **BALANCE SHEET**

Fortunately, GWH was in a better place than most Goodwill's around the country and even most organizations as management and our board have taken great responsibility of thinking forward with the foundation "rainy day fund" and focusing on our employees' paychecks during disasters and crisis situations. We ended 2019 with \$25.0 million in the foundation after GWH operations made \$10 million in contributions to the foundation in 2019 alone. The timing could not have been better considering what has transpired in 2020. As of August 31, 2020, the Foundation rainy day fund had approximately \$21.4 million in invested assets.

In compliance with the GWH investment policy and short-term reserve policy, approximately \$11.8 million of the foundation invested assets at August 31, 2020 were invested between equities (54.90%), fixed income (34.1%) and a global allocation fund (11.0%). The remaining funds were invested conservatively in cash and cash equivalents.

There was \$0 outstanding on the \$2.5 million operating line of credit as of August 31, 2020 and as of this writing on September 10, 2020.

## **INCOME STATEMENT**

### ***Total Operating Revenues:***

Total Operating Revenues for August 2020 were \$7,006,205 compared to the August 2020 budget of \$9,140,534 and \$8,733,983 last year. As previously mentioned, August was the third full month of operations since reopening. While donations of donated goods have been very strong, shoppers have not returned to pre-pandemic levels. Store Sales were 75.8% of budget in August 2020.

### ***Total Operating Expenses:***

Total Operating Expenses were \$6,790,692 in August 2020 compared to the budget of \$7,965,161 mainly because Salaries and Wages were \$820,434 below budget. Jim Freeze and his team have been very careful not to bring store employees back too fast in order to keep expenses in line with reduced store revenues. However, he and his team are working very closely with the Human Resources team and are facing challenges in bringing back enough employees to keep up with the unexpected increase in donors. Jim and his team are walking a fine line daily dealing with these challenges.

Most expense categories were at or below budget due to conscious reduced spending. Unemployment, Vehicle Expense, Trash Removal were the main expenses showing over budget. Unemployment expense shot up in the second quarter due to layoffs of nearly all the hourly employees while stores were closed. We are billed quarterly for unemployment and the second quarter bill was \$1.2 million. However, we expect to get a credit for up to half of that prior to year-end as we will get a credit for the federal part of unemployment paid and many former employees that terminated prior to COVID-19 have filed for COVID-19 unemployment. Teri Ramsey and the Human Resources team are working through all of this to get back as many credits as possible. We can make monthly installments on this quarterly bill through the end of the year. In addition, this expense is being accrued evenly each month due to the uncertainty of total future credits.

Vehicle Expense and Trash Removal were over budget mainly because donations have been stronger than anticipated in the budget. Additional trailer rental and billing for additional trash pickup were an effect of the increased donations. Supplies were over budget due to a bulk purchase of gaylord boxes for the Outlet stores. Other expense categories were at or below budget as management and all the teams have done a great job of keeping expenses down as much as possible while still running all businesses.

***Profitability:***

For the month of August 2020, Net Income before Contributions and Depreciations was \$215,513 compared to the budget of \$1,175,373. The COVID-19 pandemic which began affecting the U.S. retail market in March also resulted in losses of (\$2,544,297) in March 2020, (\$4,992,720) in April 2020, (\$504,890) in May, a \$93,669 profit in June, and (\$373,857) loss in July.

Management and employees at GWH are optimistic about the future. However, we continue to move forward cautiously due to uncertainty with shoppers and donors in Texas. We continue to plan using multiple scenarios that could arise over the coming months.

**GOODWILL INDUSTRIES OF HOUSTON  
and THE GOODWILL FOUNDATION  
BALANCE SHEET  
As of August 31, 2020**

	Goodwill Unrestricted	Foundation	Goodwill Unrestricted Foundation Combined
<b>ASSETS</b>			
<i>CURRENT ASSETS:</i>			
Cash and Cash Equivalents	\$2,558,667	\$9,497,686	\$12,056,353
Short-Term Investments	820,893	11,870,622	11,870,622
Accounts Receivable			820,893
Pledges Receivable			
Inventory	8,891,839		8,891,839
Prepays / Deposits	3,472,100		3,472,100
Due (To)/From - Interfund			
<b>TOTAL CURRENT ASSETS</b>	<b>15,743,499</b>	<b>21,368,308</b>	<b>37,111,807</b>
<i>LONG-TERM ASSETS:</i>			
Long-Term Investments	11,034,746		11,034,746
Property and Equipment - net	11,034,746		11,034,746
<b>TOTAL LONG-TERM ASSETS</b>	<b>22,069,492</b>		<b>22,069,492</b>
<b>TOTAL ASSETS</b>	<b>26,778,245</b>	<b>21,368,308</b>	<b>48,146,553</b>
<b>LIABILITIES &amp; NET ASSETS</b>			
<i>CURRENT LIABILITIES:</i>			
Accounts Payable	652,327		652,327
Accrued Expenses	11,303,031		11,303,031
Deferred Income	56,181		56,181
Line of Credit			
<b>TOTAL CURRENT LIABILITIES</b>	<b>12,011,539</b>		<b>12,011,539</b>
<i>LONG-TERM LIABILITIES:</i>			
Notes Payable	12,011,539		12,011,539
<b>TOTAL LIABILITIES</b>	<b>24,023,078</b>		<b>24,023,078</b>
<b>NET ASSETS</b>			
Unrestricted	14,766,706	21,098,448	35,865,154
Permanently Restricted	14,766,706	269,860	269,860
	<b>29,533,412</b>	<b>21,368,308</b>	<b>36,135,014</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>26,778,245</b>	<b>21,368,308</b>	<b>48,146,553</b>



**Goodwill Industries - Unrestricted**  
**Net Assets Before Contributions**  
For the Month and the Eight Months Ended August 31, 2020

	MONTH ACTUAL	MONTH % Rev	MONTH BUDGET	MONTH % Rev	MONTH VARIANCE	PRIOR YR MO. ACTUAL	YTD ACTUAL	YTD % Rev	YTD BUDGET	YTD % Rev	YTD VARIANCE	PRIOR YR YTD ACTUAL
<b>REVENUES</b>												
Store Sales	\$6,395,143		\$8,432,474		<b>(\$2,037,331)</b>	\$7,853,559	\$43,141,802		\$62,961,238		#####	\$58,781,596
Salvage Sales	374,963		293,666		<b>81,297</b>	539,326	2,498,246		2,237,328		<b>260,918</b>	4,241,083
Workforce and Grants	97,008		127,737		<b>(30,729)</b>	112,416	787,666		993,264		<b>(205,598)</b>	992,790
Temporary Services	137,244		204,491		<b>(67,247)</b>	205,463	792,707		1,605,987		<b>(813,280)</b>	1,517,004
Fundraising Events	1,500		79,000		<b>(77,500)</b>	20,165	124,125		354,000		<b>(229,875)</b>	286,978
Interest and Other	347		3,166		<b>(2,819)</b>	3,054	11,704		25,328		<b>(13,624)</b>	25,614
<b>TOTAL OPERATING REVENUE</b>	<b>7,006,205</b>		<b>9,140,534</b>		<b>(2,134,329)</b>	<b>8,733,983</b>	<b>47,356,250</b>		<b>68,177,145</b>		<b>(20,820,895)</b>	<b>65,845,065</b>
<b>EXPENSES</b>												
Salaries and Wages	2,424,182		3,264,416		<b>(840,234)</b>	3,170,858	20,899,117		24,371,105		<b>(3,471,988)</b>	24,034,935
Wages - GTS Temps	81,855		128,919		<b>(47,064)</b>	123,066	457,475		1,011,891		<b>(554,416)</b>	903,210
Payroll Taxes	180,051		258,695		<b>(78,644)</b>	236,155	1,550,108		1,934,639		<b>(384,531)</b>	1,827,662
Workers Compensation	31,815		48,206		<b>(16,391)</b>	67,988	10,684		361,835		<b>(351,151)</b>	236,010
Pension and Retirement	16,265		26,079		<b>(9,814)</b>	15,672	148,303		198,910		<b>(50,607)</b>	120,422
Unemployment	100,000		25,786		<b>74,214</b>	25,249	428,647		191,719		<b>236,928</b>	195,653
Employee Insurance	246,989		246,400		<b>589</b>	237,053	1,864,783		1,868,507		<b>(3,724)</b>	1,839,469
Other Human Services Expense			9,999		<b>(9,999)</b>	9,829	9,360		79,992		<b>(70,632)</b>	87,996
Occupancy - Rent/Maint/Repairs/Security	2,229,123		2,262,499		<b>(33,376)</b>	2,295,166	17,912,639		18,191,266		<b>(278,627)</b>	18,206,552
Utilities	170,074		214,184		<b>(44,110)</b>	209,162	1,149,749		1,501,137		<b>(351,388)</b>	1,460,826
Insurance - General Liability	152,865		156,583		<b>(3,718)</b>	142,496	1,236,156		1,252,664		<b>(16,508)</b>	1,127,099
Telephone and Network	48,335		57,767		<b>(9,432)</b>	52,289	418,073		463,733		<b>(45,660)</b>	459,234
Legal/Audit/Other Professional Fees	50,710		154,065		<b>(103,355)</b>	133,872	689,218		1,161,284		<b>(472,066)</b>	1,115,116
Supplies	211,493		170,553		<b>40,940</b>	243,084	1,293,992		1,293,607		<b>385</b>	1,118,275
Client Supportive Services	5,110		30,656		<b>(25,546)</b>	10,101	114,906		212,374		<b>(97,468)</b>	104,318
Vehicle Expense	311,385		261,165		<b>50,220</b>	84,387	2,293,888		2,089,320		<b>204,568</b>	547,391
Conferences/Training/Travel	4,368		27,808		<b>(23,440)</b>	23,029	137,254		225,541		<b>(88,287)</b>	186,136
Equipment and Software Rent/Maintenance	172,574		168,075		<b>4,499</b>	149,739	1,137,553		1,350,692		<b>(213,139)</b>	1,267,535
Trash Removal	110,812		98,267		<b>12,545</b>	96,985	684,367		790,428		<b>(106,061)</b>	798,050
Gift Dues and Other Dues/Memberships	17,340		19,583		<b>(2,243)</b>	18,494	147,037		156,664		<b>(9,627)</b>	157,660
Postage and Shipping	19,596		51,946		<b>(32,350)</b>	56,752	228,377		304,175		<b>(75,798)</b>	276,063
Interest						909	909				<b>909</b>	
Bank Charges/Courier	40,731		45,641		<b>(4,910)</b>	49,969	255,713		367,078		<b>(111,365)</b>	516,994
Credit Card/Check Fees	95,285		110,118		<b>(14,833)</b>	111,775	612,489		821,883		<b>(209,394)</b>	768,309
Advertising/Printing/Subscriptions	60,525		75,001		<b>(14,476)</b>	30,126	361,173		600,008		<b>(238,835)</b>	367,362
Fundraising Events			50,500		<b>(50,500)</b>	44,083	4,574		166,000		<b>(161,426)</b>	155,882
Other	9,209		2,250		<b>6,959</b>	1,237	54,086		18,000		<b>36,086</b>	18,367
<b>TOTAL OPERATING EXPENSE</b>	<b>6,790,692</b>		<b>7,965,161</b>		<b>(1,174,469)</b>	<b>7,632,616</b>	<b>54,100,630</b>		<b>60,984,452</b>		<b>(6,883,822)</b>	<b>57,896,526</b>
<b>EXCESS REVENUES (EXPENSES)</b>	<b>215,513</b>		<b>1,175,373</b>		<b>(959,860)</b>	<b>1,101,367</b>	<b>(6,744,380)</b>		<b>7,192,693</b>		<b>(13,937,073)</b>	<b>7,948,539</b>
Depreciation	143,881		206,580		<b>(62,699)</b>	181,651	1,168,769		1,652,640		<b>(483,871)</b>	1,608,130
<b>CHANGE IN NET ASSETS BEFORE CONTRIBUTIONS</b>	<b>71,632</b>		<b>968,793</b>		<b>(897,161)</b>	<b>919,716</b>	<b>(7,913,149)</b>		<b>5,540,053</b>		<b>(13,453,202)</b>	<b>6,340,409</b>
Mission	(96,360)					(183,489)	(1,009,928)					(1,170,683)
Contributions	19,149					25,299	5,081,573					(5,244,570)
<b>Net Income Plus Contributions and Mission</b>	<b>(5,579)</b>		<b>968,793</b>		<b>761,526</b>	<b>761,526</b>	<b>(3,841,504)</b>		<b>5,540,053</b>		<b>(74,844)</b>	<b>(74,844)</b>

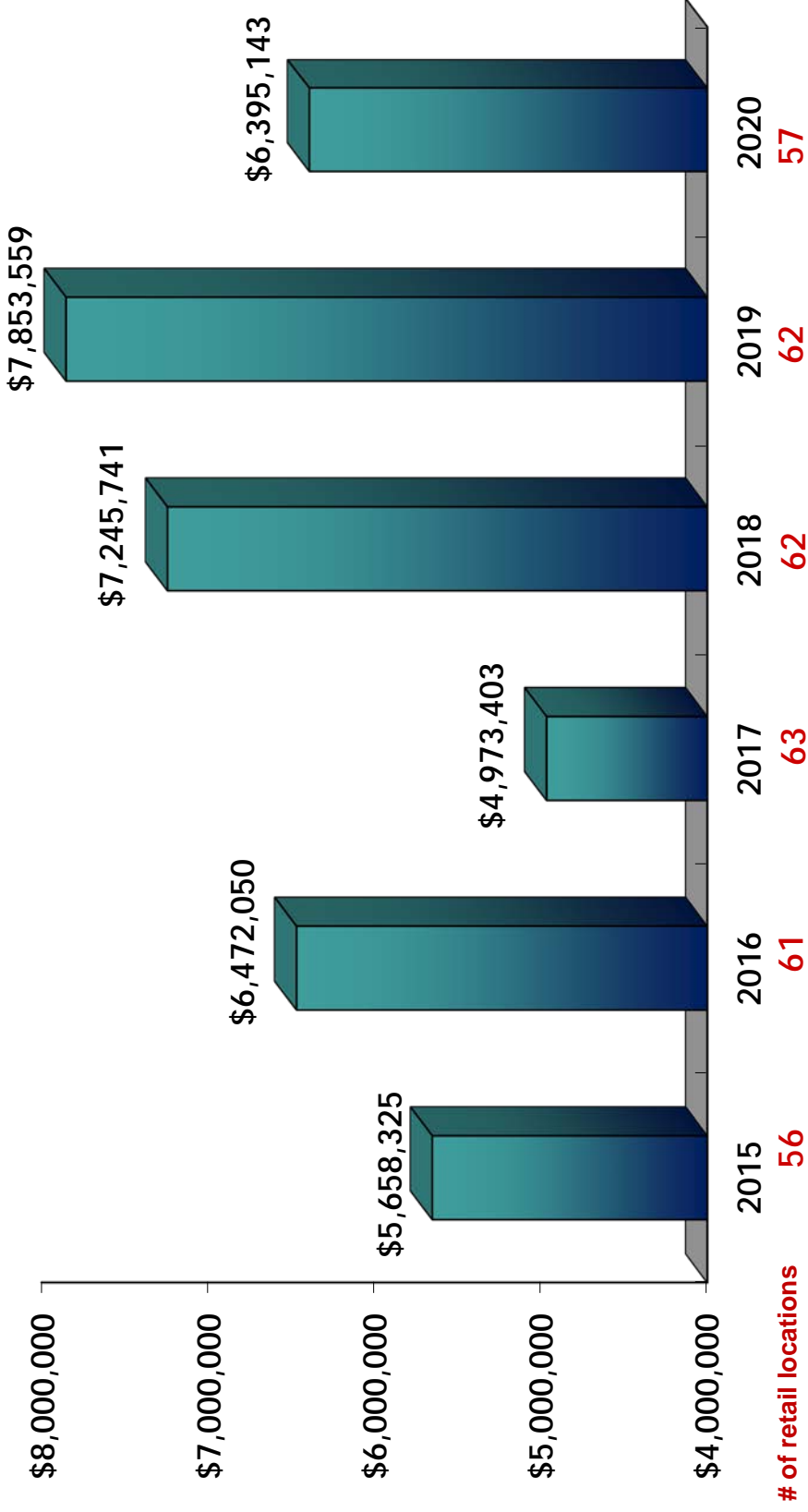
**GOODWILL INDUSTRIES OF HOUSTON  
and THE GOODWILL FOUNDATION  
COMBINED INCOME STATEMENT**  
For the Month and the Eight Months Ended August 31, 2020

	Month			Ytd				
	Unrestricted	Foundation	Elimination	Goodwill & Foundation Combined	Unrestricted	Foundation	Elimination	Goodwill & Foundation Combined
<b>REVENUES</b>								
Store Sales	\$6,395,143			6,395,143	\$43,141,802			43,141,802
Salvage Sales	374,963			374,963	2,498,246			2,498,246
Workforce and Grants	97,008			97,008	787,666			787,666
Temporary Services	137,244			137,244	792,707			792,707
Fundraising Events	1,500			1,500	124,125			124,125
Contributions - Unrestricted		11,767		11,767		49,936		49,936
Contributions - Temporarily Restricted	19,149			19,149	581,573		(4,500,000)	581,573
Contributions from the Foundation					4,500,000			
Contributions - Capital Campaign								
Contributions from Unrestricted								
Interest and Other	347	418,493		418,840	11,704	892,056		903,760
<b>TOTAL OPERATING REVENUE</b>	<b>7,025,354</b>	<b>430,260</b>		<b>7,455,614</b>	<b>52,437,823</b>	<b>941,992</b>	<b>(4,500,000)</b>	<b>48,879,815</b>
<b>EXPENSES</b>								
Salaries and Wages	2,424,182			2,424,182	20,899,117			20,899,117
Wages - GTS Temps	81,855			81,855	457,475			457,475
Payroll Taxes	180,051			180,051	1,550,108			1,550,108
Workers Compensation	31,815			31,815	10,684			10,684
Pension and Retirement	16,265			16,265	148,303			148,303
Unemployment	100,000			100,000	428,647			428,647
Employee Insurance	246,989			246,989	1,864,783			1,864,783
Other Human Services Expense					9,360			9,360
Occupancy - Rent/Maint/Repairs/Security	2,229,123			2,229,123	17,912,639			17,912,639
Utilities	170,074			170,074	1,149,749			1,149,749
Insurance - General Liability	152,865			152,865	1,236,156			1,236,156
Telecom and Network	48,335			48,335	418,073			418,073
Legal/Audit/Other Professional Fees	50,710	23		50,733	689,218	27,578		716,796
Supplies	211,493			211,493	1,293,992			1,293,992
Client Supportive Services	5,110			5,110	114,906			114,906
Vehicle Expense	311,385			311,385	2,293,888			2,293,888
Conferences/Training/Travel	4,368			4,368	137,254			137,254
Equipment and Software Rent/Maintenance	172,574			172,574	1,137,553			1,137,553
Trash Removal	110,812			110,812	684,367			684,367
Gil Dues and Other Dues/Memberships	17,340			17,340	147,037			147,037
Postage and Shipping	19,596			19,596	228,377			228,377
Interest					909			909
Bank Charges/Courier	40,731			40,731	255,713			255,713
Credit Card/Check Fees	95,285			95,285	612,489			612,489
Advertising/Printing/Subscriptions	60,525			60,525	361,173			361,173
Fundraising Events					4,574			4,574
Contributions to Goodwill Unrestricted						4,500,000	(4,500,000)	
Contributions to the Foundation								
Other	9,209			9,209	54,086			54,086
<b>TOTAL OPERATING EXPENSE</b>	<b>6,790,692</b>	<b>23</b>		<b>6,790,715</b>	<b>54,100,630</b>	<b>4,527,578</b>	<b>(4,500,000)</b>	<b>54,128,208</b>
<b>EXCESS REVENUES (EXPENSES)</b>	<b>234,662</b>	<b>430,237</b>		<b>664,899</b>	<b>(1,662,807)</b>	<b>(3,585,586)</b>		<b>(5,248,393)</b>
Depreciation - Assets Charge to Dept	143,881			143,881	1,168,769			1,168,769
<b>CHANGE IN NET ASSETS</b>	<b>90,781</b>	<b>430,237</b>		<b>521,018</b>	<b>(2,831,576)</b>	<b>(3,585,586)</b>		<b>(6,417,162)</b>
<b>E/R</b>				<b>91.08%</b>				<b>110.74%</b>

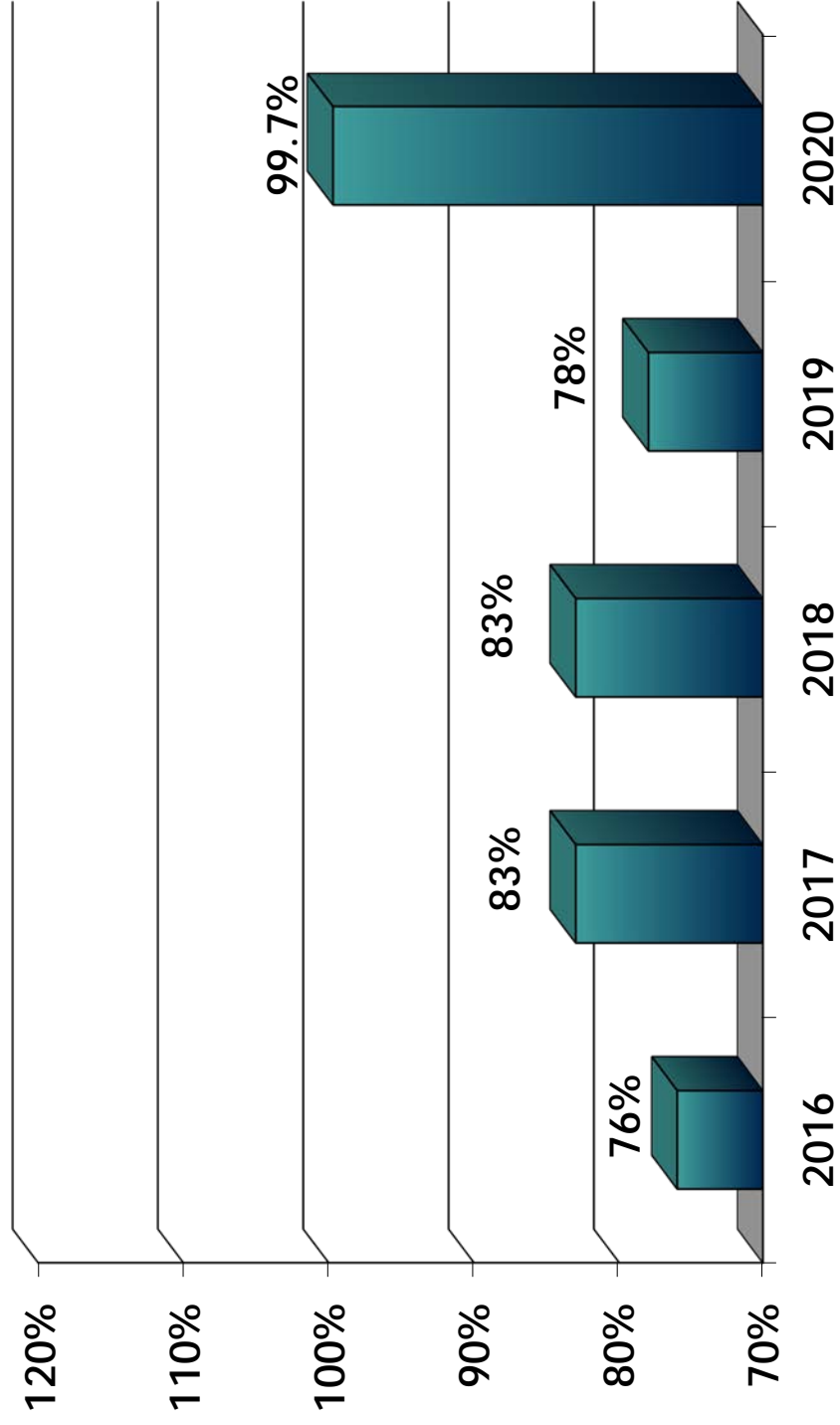


# GOODWILL STORE SALES

## Month of August 2015 to 2020



# DONATED GOODS EXPENSE TO REVENUE RATIO Years 2016 to 2019 and YTD August 2020



# MONTHLY AVERAGE SALES PER STORE For the Month of August – All Stores





**GOODWILL INDUSTRIES OF HOUSTON**  
**Same Store Sales - Month and Year to Date Ended August 31, 2020 and 2019**

		Month			YTD		
		August 2020	August 2019	Same Store Sales Incr.	August 2020	August 2019	Same Store Sales Incr.
Humble	Opened Mar 19, 1993	92,001	92,160	-0.2%	627,852	683,848	-8.2%
290	Opened Aug 05, 2009	85,732	118,020	-27.4%	581,786	850,257	-31.6%
Tomball	Opened Feb 21, 2012	105,826	107,110	-1.2%	622,143	788,253	-21.1%
Town and Co.	Opened Aug 01, 2004	104,960	136,109	-22.9%	725,901	1,126,342	-35.6%
West Oaks	Opened Dec 13, 2012	106,595	97,699	9.1%	642,879	778,534	-17.4%
Nasa	Opened Oct 01, 2005	100,132	168,467	-40.6%	812,640	1,125,455	-27.8%
Atascocita	Opened Aug 07, 2006	128,804	142,451	-9.6%	706,187	1,038,539	-32.0%
Jones	Opened Mar 16, 2006	65,598	113,291	-42.1%	472,620	739,093	-36.1%
Galveston	Opened Mar 01, 1987	106,754	146,200	-27.0%	813,479	1,038,060	-21.6%
Champions	Opened Aug 09, 2007	78,890	100,428	-21.4%	556,286	830,882	-33.0%
Katy	Opened Feb 09, 2007	107,686	121,815	-11.6%	645,990	958,565	-32.6%
Spring	Opened Sep 01, 2007	112,173	124,143	-9.6%	676,748	727,015	-6.9%
Missouri City	Opened Nov 06, 2007	97,746	103,685	-5.7%	686,859	782,652	-12.2%
Piney Point	Opened Jul 01, 2008	145,036	174,782	-17.0%	915,201	1,375,410	-33.5%
529	Opened Oct 21, 2008	126,981	131,380	-3.3%	760,126	1,079,956	-29.6%
Hwy. 6	Opened Nov 21, 2008	85,569	117,279	-27.0%	569,890	835,102	-31.8%
Conroe	Opened Mar 14, 2009	135,858	137,502	-1.2%	836,118	1,125,050	-25.7%
River Oaks	Opened May 28, 2009	304,062	320,839	-5.2%	1,863,504	2,445,944	-23.8%
Woodlands	Opened Aug 08, 2009	127,117	149,631	-15.0%	796,152	1,018,556	-21.8%
Porter	Opened Sep 15, 2009	158,283	161,764	-2.2%	974,256	1,269,508	-23.3%
Baytown	Opened Dec 15, 2009	115,795	156,682	-26.1%	858,651	1,228,558	-30.1%
Meyerland	Opened May 11, 2010	71,579	142,647	-49.8%	591,294	1,062,583	-44.4%
Kuyk. @ Louetta	Opened Aug 13, 2010	114,673	128,542	-10.8%	781,723	1,067,083	-26.7%
Victory Lakes	Opened Aug 28, 2010	165,266	183,188	-9.8%	1,026,091	1,365,735	-24.9%
Fairmont Pkwy	Opened Oct 28, 2010	110,697	130,378	-15.1%	676,102	1,020,398	-33.7%
I45 @ 1960	Opened Nov 12, 2010	65,667	82,354	-20.3%	456,416	619,911	-26.4%
West Road	Opened Dec 11, 2010	96,130	86,321	11.4%	545,205	657,271	-17.1%
Fry @ Saums	Opened Dec 17, 2010	77,834	98,391	-20.9%	517,304	718,342	-28.0%
Lakeshore	Opened Dec 31, 2010	101,024	109,640	-7.9%	659,487	911,697	-27.7%
Crossing	Opened May 27, 2011	74,697	94,394	-20.9%	548,929	648,498	-15.4%
League City	Opened Jul 26, 2011	88,274	129,861	-32.0%	648,268	950,698	-31.8%
Uvalde	Opened Dec 31, 2011	67,994	78,119	-13.0%	462,573	560,319	-17.4%
Pasadena	Opened Dec 13, 2011	75,652	100,455	-24.7%	467,549	754,013	-38.0%
Heights	Opened Feb 23, 2012	142,690	206,000	-30.7%	931,144	1,435,986	-35.2%
Clear Lake	Opened Jul 31, 2012	139,028	147,027	-5.4%	886,996	1,060,295	-16.3%
Grant and Louetta	Opened Aug 17, 2012	101,951	137,163	-25.7%	670,988	980,432	-31.6%
Wilson Road	Opened Sep 19, 2012	81,066	130,910	-38.1%	605,674	952,478	-36.4%
Katy Ranch	Opened Nov 26, 2012	126,886	161,855	-21.6%	888,802	1,340,553	-33.7%
Sealy	Opened Mar 26, 2013	99,902	109,640	-8.9%	664,253	845,313	-21.4%
Willis	Opened Apr 14, 2013	96,572	106,373	-9.2%	648,240	790,857	-18.0%
Huntsville	Opened Sep 13, 2013	118,884	111,313	6.8%	791,068	822,394	-3.8%
Greenspoint	Opened Dec 18, 2013	58,577	93,329	-37.2%	420,199	639,714	-34.3%
I-10	Opened Feb 05, 2014	104,637	116,428	-10.1%	651,996	909,703	-28.3%
Crosby	Opened Sep 06, 2014	63,524	140,622	-54.8%	778,544	968,723	-19.6%
Lake Jackson	Opened Dec 15, 2014	83,689	91,256	-8.3%	540,922	692,046	-21.8%
Fry @ 529	Opened Mar 31, 2015	91,425	82,238	11.2%	551,570	684,093	-19.4%
Willowchase	Opened Jun 19, 2015	82,344	83,982	-2.0%	582,172	716,698	-18.8%
Longmeadow	Opened Jul 05, 2015	107,669	156,065	-31.0%	840,203	1,183,618	-29.0%
Briargrove	Opened Jul 25, 2015	69,319	108,748	-36.3%	553,623	778,168	-28.9%
LaPorte	Opened Aug 22, 2015	106,012	120,868	-12.3%	747,689	815,672	-8.3%
Pearland Plaza	Opened Sep 15, 2015	127,017	126,520	0.4%	752,631	933,026	-19.3%
Fairfield	Opened Dec 30, 2015	173,602	176,156	-1.4%	1,046,141	1,302,536	-19.7%
Reading Rd	Opened Mar 07, 2016	104,365	94,555	10.4%	617,935	692,631	-10.8%
Greatwood	Opened Apr 09, 2016	56,716	97,138	-41.6%	538,457	731,702	-26.4%
Telfair	Opened Jul 23, 2016	85,857	84,076	2.1%	537,585	615,901	-12.7%
Alvin	Opened Nov 21, 2016	116,993	126,900	-7.8%	711,600	918,464	-22.5%
Brenham	Opened Apr 23, 2017	73,359	98,959	-25.9%	538,297	729,768	-26.2%
<b>Total</b>		<b>6,013,169</b>	<b>7,193,848</b>	<b>-16.4%</b>	<b>40,022,938</b>	<b>53,722,898</b>	<b>-25.5%</b>



**GOODWILL INDUSTRIES OF HOUSTON**  
**Same Store Net Income - Month and Year to Date Ended August 31, 2020 and 2019**

		August 2020	Month August 2019	Same Store NI Inc(Dec)	August 2020	YTD August 2019	Same Store NI Inc(Dec)
Humble	Opened Mar 19, 1993	31,605	28,452	11.1%	131,256	183,082	-28.3%
290	Opened Aug 05, 2009	23,052	35,796	-35.6%	(6,169)	262,523	-102.3%
Tomball	Opened Feb 21, 2012	41,269	39,685	4.0%	146,256	308,475	-52.6%
Town and Co.	Opened Aug 01, 2004	49,987	60,821	-17.8%	244,678	574,843	-57.4%
West Oaks	Opened Dec 13, 2012	27,871	26,998	3.2%	54,171	209,086	-74.1%
Nasa	Opened Oct 01, 2005	23,496	74,696	-68.5%	221,267	473,950	-53.3%
Atascocita	Opened Aug 07, 2006	60,681	59,708	1.6%	177,465	451,800	-60.7%
Jones	Opened Mar 16, 2006	(3,406)	32,775	-110.4%	(63,676)	179,317	-135.5%
Galveston	Opened Mar 01, 1987	67,667	89,625	-24.5%	492,231	660,735	-25.5%
Champions	Opened Feb 17, 2007	13,993	26,913	-48.0%	47,095	247,084	-80.9%
Katy	Opened Aug 09, 2007	37,240	51,550	-27.8%	107,416	396,737	-72.9%
Spring	Opened Sep 01, 2007	46,392	54,483	-14.9%	105,789	181,155	-41.6%
Missouri City	Opened Nov 06, 2007	37,798	32,138	17.6%	123,400	269,566	-54.2%
Piney Point	Opened Jul 01, 2008	62,614	93,621	-33.1%	302,456	727,274	-58.4%
529	Opened Oct 21, 2008	47,774	52,941	-9.8%	137,883	464,986	-70.3%
Hwy. 6	Opened Nov 21, 2008	17,095	32,773	-47.8%	(24,250)	255,607	-109.5%
Conroe	Opened Mar 14, 2009	51,890	61,826	-16.1%	199,884	484,129	-58.7%
River Oaks	Opened May 28, 2009	183,731	185,397	-0.9%	905,790	1,472,827	-38.5%
Woodlands	Opened Aug 08, 2009	57,228	79,147	-27.7%	239,953	484,855	-50.5%
Porter	Opened Sep 15, 2009	70,498	45,243	55.8%	224,362	468,116	-52.1%
Baytown	Opened Dec 15, 2009	50,962	76,319	-33.2%	286,596	649,628	-55.9%
Meyerland	Opened May 11, 2010	11,374	67,931	-83.3%	69,031	490,117	-85.9%
Kuyk. @ Louetta	Opened Aug 13, 2010	47,364	65,620	-27.8%	275,755	530,483	-48.0%
Victory Lakes	Opened Aug 28, 2010	84,618	98,059	-13.7%	443,012	730,774	-39.4%
Fairmont Pkwy	Opened Oct 28, 2010	41,564	55,414	-25.0%	166,983	488,781	-65.8%
I45 @ 1960	Opened Nov 12, 2010	3,928	16,177	-75.7%	(54,809)	142,344	-138.5%
West Road	Opened Dec 11, 2010	35,031	33,126	5.8%	56,030	218,087	-74.3%
Fry @ Saums	Opened Dec 17, 2010	30,505	39,273	-22.3%	84,671	261,671	-67.6%
Lakeshore	Opened Dec 31, 2010	50,189	45,657	9.9%	181,612	417,744	-56.5%
Crossing	Opened May 27, 2011	21,277	35,251	-39.6%	85,859	215,191	-60.1%
League City	Opened July 26, 2011	33,294	54,550	-39.0%	192,618	447,926	-57.0%
Uvalde	Opened Dec 31, 2011	17,867	18,293	-2.3%	(8,923)	102,112	-108.7%
Pasadena	Opened Dec 13, 2011	24,746	36,676	-32.5%	53,780	275,961	-80.5%
Heights	Opened Feb 23, 2012	60,674	101,396	-40.2%	241,312	751,301	-67.9%
Clear Lake	Opened July 31, 2012	72,843	54,017	34.9%	331,059	389,302	-15.0%
Grant and Louetta	Opened Aug 17, 2012	44,455	54,874	-19.0%	121,901	364,124	-66.5%
Wilson Road	Opened Sep 19, 2012	26,764	48,792	-45.1%	70,196	394,662	-82.2%
Katy Ranch	Opened Nov 26, 2012	58,299	66,331	-12.1%	293,075	736,102	-60.2%
Sealy	Opened Mar 26, 2013	45,251	40,967	10.5%	220,173	409,567	-46.2%
Willis	Opened Apr 14, 2013	27,121	34,092	-20.4%	126,347	287,380	-56.0%
Huntsville	Opened Sep 13, 2013	51,375	45,755	12.3%	226,888	294,261	-22.9%
Greenspoint	Opened Dec 18, 2013	(11,575)	14,429	-180.2%	(140,065)	94,258	-248.6%
I-10	Opened Feb 05, 2014	36,984	39,559	-6.5%	104,877	310,212	-66.2%
Crosby	Opened Sep 06, 2014	23,175	20,610	12.4%	(40,684)	127,445	-131.9%
Lake Jackson	Opened Dec 15, 2014	(22,366)	49,577	-145.1%	147,566	348,422	-57.6%
Fry @ 529	Opened Mar 31, 2015	6,234	9,590	-35.0%	(123,902)	56,094	-320.9%
Willowchase	Opened Jun 19, 2015	10,125	2,570	294.0%	(69,974)	78,296	-189.4%
Longmeadow	Opened July 05, 2015	(12,726)	12,929	-198.4%	(157,960)	64,407	-345.3%
Briargrove	Opened July 25, 2015	20,711	52,402	-60.5%	94,606	435,108	-78.3%
LaPorte	Opened Aug 22, 2015	35,608	42,007	-15.2%	193,915	225,524	-14.0%
Pearland Plaza	Opened Sep 15, 2015	49,956	41,023	21.8%	143,767	339,649	-57.7%
Fairfield	Opened Dec 30, 2015	73,755	76,686	-3.8%	268,683	526,591	-49.0%
Reading Road	Opened Mar 07, 2016	18,661	4,477	-316.8%	(73,788)	(29,682)	-148.6%
Greatwood	Opened Apr 09, 2016	(13,627)	4,087	433.4%	(150,175)	15,964	-1040.7%
Telfair	Opened Jul 23, 2016	62	(11,411)	100.5%	(154,872)	(76,749)	-101.8%
Alvin	Opened Nov 21, 2016	39,465	56,693	-30.4%	47,819	275,451	-82.6%
Brenham	Opened Apr 23, 2017	1,875	8,278	-77.3%	(64,269)	84,905	-175.7%
<b>Total</b>		<b>2,044,293</b>	<b>2,676,664</b>	<b>-23.6%</b>	<b>7,255,967</b>	<b>20,229,560</b>	<b>-64.1%</b>



# Goodwill Industries of Houston

## Donations, Sales and Monthly Rent (Sorted by District)

### Year to Date August 2020

District	Store	Store#	Store Donors	Store Donors Last Yr	Store Change vs Last Yr	Store % Change vs Last Yr	ADC Donors	ADC Donors Last Yr	ADC % Change vs Last Yr	Total Donors	Total Donors Last Yr	% Change vs Last Yr	Donors SqFt	Sales Per SqFt	Monthly Rent and CAMS
Central	Briargrove	5279	9,909	9,690	2.26%	2.26%	14,386	18,831	-23.60%	24,295	28,521	-14.82%	3.45	\$ 126.05	\$ 45,292.76
Central	Greatwood	5275	12,008	13,378	-10.24%	-10.24%	1,007	8,063		13,015	21,441	-39.30%	2.32	\$ 89.08	\$ 44,787.50
Central	Hwy 6	5234	8,717	10,989	-20.68%	-20.68%	11,425	-		20,142	10,989	83.29%	3.02	\$ 94.16	\$ 35,544.00
Central	Lakeshore	5250	17,861	15,626	14.30%	14.30%	-	-		17,861	15,626	14.30%	3.50	\$ 127.74	\$ 23,514.40
Central	Longmeadow	5269	13,117	16,351	-19.78%	-19.78%	-	5,449	-100.00%	13,117	21,800	-39.83%	2.19	\$ 85.82	\$ 46,024.00
Central	Meyerland	5245	10,102	12,386	-18.44%	-18.44%	1,685	12,160	-86.14%	11,787	24,546	-51.98%	2.47	\$ 118.92	\$ 25,820.00
Central	Missouri City	5231	24,950	28,441	-12.27%	-12.27%	-	-		24,950	28,441	-12.27%	4.82	\$ 132.08	\$ 22,375.00
Central	Piney Point	5232	11,157	14,512	-23.12%	-23.12%	13,663	4,321	216.20%	24,820	18,833	31.79%	4.45	\$ 176.77	\$ 22,494.76
Central	Reading Road	5182	12,480	10,382	20.21%	20.21%	7,262	18,993	-61.76%	19,742	29,375	-32.79%	2.90	\$ 100.45	\$ 45,489.50
Central	River Oaks	5237	23,344	30,355	-23.10%	-23.10%	8,794	11,034	-20.30%	32,138	41,389	-22.35%	4.72	\$ 283.25	\$ 29,666.01
Central	Telfair	5173	8,629	7,656	12.71%	12.71%	1,674	8,554	-80.43%	10,303	16,210	-36.44%	1.73	\$ 87.13	\$ 45,750.00
Central	The Crossing	5253	8,342	8,507	-1.94%	-1.94%	8,514	14,932	-42.98%	16,856	23,439	-28.09%	3.48	\$ 122.04	\$ 23,971.64
Central	WDA	5244	5,130	11,644	-55.94%	-55.94%	7,856	9,929	-20.88%	12,986	21,573	-39.80%	2.23	\$ 67.33	\$ 27,181.05
Central	West Oaks	5210	8,115	7,266	11.68%	11.68%	9,578	-		17,693	7,266	143.50%	2.47	\$ 102.30	\$ 27,708.67
North	Atascocita	5216	28,073	25,107	11.81%	11.81%	8,427	-		36,500	25,107	45.38%	5.53	\$ 115.18	\$ 27,483.96
North	Champions	5228	5,899	8,746	-32.55%	-32.55%	13,532	8,297	63.10%	19,431	17,043	14.01%	3.17	\$ 88.32	\$ 28,726.47
North	Conroe	5236	22,356	18,421	21.36%	21.36%	11,765	-		34,121	18,421	85.23%	5.23	\$ 138.11	\$ 32,783.52
North	Crosby	5270	8,280	7,849	5.49%	5.49%	7,983	-		16,263	7,849	107.20%	2.48	\$ 87.85	\$ 22,166.67
North	Greenspoint	5267	3,557	3,970	-10.40%	-10.40%	-	7,293	-100.00%	3,557	11,263	-68.42%	0.57	\$ 67.79	\$ 23,499.99
North	Humble	5187	5,675	6,215	-8.69%	-8.69%	4,096	5,433		9,771	11,648	-16.11%	1.96	\$ 104.04	\$ 18,071.35
North	Huntsville	5266	12,897	11,023	17.00%	17.00%	10,745	13,836	-22.34%	23,642	24,859	-4.90%	3.94	\$ 132.41	\$ 26,344.54
North	I45 & 1960	5251	5,017	6,273	-20.02%	-20.02%	22,247	2,599		27,264	8,872	207.30%	4.03	\$ 70.49	\$ 27,150.33
North	Kuykendahl & Louetta	5247	15,234	16,083	-5.28%	-5.28%	-	7,406	-100.00%	15,234	23,489	-35.14%	2.64	\$ 130.96	\$ 26,626.05
North	Porter	5241	12,690	10,627	19.41%	19.41%	16,143	15,448	4.50%	28,833	26,075	10.58%	3.16	\$ 109.96	\$ 41,598.53
North	Spring	5230	10,290	11,183	-7.99%	-7.99%	9,823	7,470	31.50%	20,113	18,653	7.83%	3.27	\$ 118.02	\$ 26,113.33
North	Uvalde	5255	5,106	4,137	23.42%	23.42%	12,504	25,073	-50.13%	17,610	29,210	-39.71%	3.02	\$ 82.03	\$ 22,182.94
North	Willis	5264	11,285	13,976	-19.25%	-19.25%	2,894	446	548.88%	14,179	14,422	-1.68%	2.45	\$ 115.32	\$ 24,462.43
North	Wilson Road	5259	12,630	12,516	0.91%	0.91%	2,333	5,974	-60.95%	14,963	18,490	-19.08%	2.36	\$ 105.21	\$ 30,136.56
North	Woodlands	5238	24,595	25,498	-3.54%	-3.54%	-	-		24,595	25,498	-3.54%	4.05	\$ 134.27	\$ 24,260.17
South	Alvin	5172	12,450	13,733	-9.34%	-9.34%	6,908	17,187	-59.81%	19,358	30,920	-37.39%	3.18	\$ 115.80	\$ 37,540.00
South	Baytown	5239	17,540	19,951	-12.08%	-12.08%	8,752	9,631	-9.13%	26,292	29,582	-11.12%	4.43	\$ 147.02	\$ 23,703.57
South	Clear Lake	5261	25,307	23,854	6.09%	6.09%	-	-		25,307	23,854	6.09%	4.39	\$ 148.93	\$ 25,595.75



# Goodwill Industries of Houston

## Donations, Sales and Monthly Rent (Sorted by District)

### Year to Date August 2020

District	Store	Store#	Store Donors	Store Donors Last Yr	Store % Change vs Last Yr	ADC Donors	ADC Donors Last Yr	ADC % Change vs Last Yr	Total Donors	Total Donors Last Yr	% Change vs Last Yr	Donors SqFt	Sales Per SqFt	Monthly Rent and CAMS
South	Fairmont	5248	15,057	16,107	-6.52%	6,538	8,201	-20.28%	21,595	24,308	-11.16%	3.96	\$ 132.57	\$ 25,139.68
South	Galveston	5220	12,617	13,242	-4.72%	5,911	-	-	18,528	13,242	39.92%	3.21	\$ 145.28	\$ -
South	I-10 East	5201	4,716	4,786	-1.46%	9,154	14,599	-37.30%	13,870	19,385	-28.45%	1.93	\$ 92.89	\$ 28,419.01
South	La Porte	5271	8,398	8,578	-2.10%	-	19,828	-	8,398	28,406	-70.44%	2.04	\$ 118.47	\$ 32,721.00
South	Lake Jackson	5268	16,599	17,068	-2.75%	2,891	6,505	-55.56%	19,490	23,573	-17.32%	3.11	\$ 125.52	\$ 31,329.00
South	League City	5254	8,963	8,859	1.17%	1,849	14,870	-87.57%	10,812	23,729	-54.44%	2.14	\$ 114.12	\$ 15,568.00
South	Nasa	5211	11,291	10,987	2.77%	13,038	7,963	63.73%	24,329	18,950	28.39%	3.42	\$ 140.39	\$ 25,752.55
South	Pasadena	5256	5,014	6,625	-24.32%	7,977	-	-	12,991	6,625	96.09%	2.16	\$ 93.15	\$ 20,628.04
South	Pearland Plaza	5277	19,996	19,082	4.79%	-	-	-	19,996	19,082	4.79%	2.84	\$ 109.36	\$ 30,009.64
South	Sabo	5243	6,686	10,941	-38.89%	-	9,210	-100.00%	6,686	20,151	-66.82%	1.16	\$ 55.65	\$ 24,160.83
South	Victory Lakes	5249	19,810	16,051	23.42%	7,565	5,072	49.15%	27,375	21,123	29.60%	4.38	\$ 191.66	\$ 24,243.42
West	290	5200	8,144	7,433	9.57%	-	18,538	-100.00%	8,144	25,971	-68.64%	2.21	\$ 110.80	\$ 31,620.67
West	529	5233	16,510	18,574	-11.11%	-	4,437	-100.00%	16,510	23,011	-28.25%	2.71	\$ 122.74	\$ 35,281.05
West	Brenham	5174	7,611	8,820	-13.71%	14,088	-	-	21,699	8,820	146.02%	3.17	\$ 92.33	\$ 38,763.00
West	Fairfield	5274	21,340	17,653	20.89%	8,751	-	-	30,091	17,653	70.46%	4.01	\$ 165.12	\$ 44,910.00
West	Fry & 529	5272	8,618	8,603	0.17%	305	8,620	-96.46%	8,923	17,223	-48.19%	1.92	\$ 86.32	\$ 43,040.00
West	Fry & Saums	5252	10,184	10,467	-2.70%	11,664	10,733	8.67%	21,848	21,200	3.06%	3.36	\$ 104.70	\$ 23,095.45
West	Grant & Louetta	5260	13,732	20,778	-33.91%	-	1,237	-	13,732	22,015	-37.62%	2.43	\$ 121.28	\$ 32,133.15
West	Heights	5257	22,752	23,486	-3.13%	-	-	-	22,752	23,486	-3.13%	3.85	\$ 159.16	\$ 33,110.03
West	Jones	5219	8,961	11,981	-25.21%	-	19,803	-100.00%	8,961	31,784	-71.81%	1.61	\$ 67.28	\$ 27,963.00
West	Katy	5229	14,878	16,827	-11.58%	-	-	-	14,878	16,827	-11.58%	2.29	\$ 105.43	\$ 28,251.26
West	Katy Ranch	5262	17,236	17,771	-3.01%	-	10,981	-100.00%	17,236	28,752	-40.05%	2.86	\$ 143.92	\$ 32,007.91
West	Sealy	5265	6,266	7,578	-17.31%	-	14,680	-100.00%	6,266	22,258	-71.85%	1.58	\$ 115.42	\$ 16,244.08
West	Tomball	5263	13,333	11,984	11.26%	2,590	3,085	-	15,923	15,069	5.67%	2.26	\$ 101.19	\$ 20,621.07
West	Town and Country	5209	18,453	24,659	-25.17%	-	-	-	18,453	24,659	-25.17%	4.84	\$ 195.42	\$ 19,500.00
West	West Rd	5246	10,625	10,913	-2.64%	8,148	-	-	18,773	10,913	72.02%	2.82	\$ 94.35	\$ 20,000.62
West	Willowchase	5276	7,830	6,641	17.90%	-	11,625	-100.00%	7,830	18,266	-57.13%	1.88	\$ 95.81	\$ 42,126.13

## Goodwill Industries of Houston 12 Month Rolling Monthly Financial Statements

	September_2019	October_2019	November_2019	December_2019	January_2020	February_2020	March_2020	April_2020	May_2020	June_2020	July_2020	August_2020	YTD
<b>REVENUES</b>													
Store Sales	\$7,434,067	\$8,227,029	\$7,492,807	\$7,280,917	\$7,842,217	\$7,677,649	\$4,349,333	(\$1,174)	\$4,906,803	\$6,103,385	\$5,866,945	\$6,395,143	\$73,575,121
Salvage Sales	618,044	442,701	392,041	450,706	477,972	423,258	274,334	267,98	199,277	302,804	418,840	374,963	4,401,738
Workforce and Grants	104,656	101,355	120,427	64,284	117,501	99,149	91,380	89,667	76,940	138,508	138,508	137,008	1,178,388
Temporary Services	138,016	161,455	188,385	149,009	183,022	151,384	88,910	11,212	64,145	56,426	100,364	1,429,572	1,429,572
Fundraising Events	15,360	56,120	7,263	17,355	5,000	45,050	64,260	3,500	2,940	(3,125)	5,000	1,500	220,223
Investment and Other	2,681	4,277	3,203	(1,109)	2,248	2,501	2,389	1,683	878	872	785	347	20,755
<b>TOTAL OPERATING REVENUE</b>	<b>8,312,824</b>	<b>8,992,937</b>	<b>8,204,126</b>	<b>7,961,162</b>	<b>8,627,960</b>	<b>8,398,991</b>	<b>4,870,606</b>	<b>131,686</b>	<b>5,250,983</b>	<b>6,537,875</b>	<b>6,530,442</b>	<b>7,006,205</b>	<b>80,825,797</b>
<b>EXPENSES</b>													
Salaries and Wages	3,162,636	3,422,495	3,542,246	3,242,141	3,446,399	3,165,451	3,123,460	1,915,861	2,021,413	2,345,265	2,457,086	2,424,182	34,268,635
Wages - GTS Temps	84,631	88,123	111,924	84,779	105,455	86,818	50,610	5,199	36,034	31,897	59,607	81,855	826,932
Payroll Taxes	231,017	243,712	251,898	258,598	259,154	238,574	233,109	139,619	148,843	172,403	178,355	180,051	2,535,333
Workers Compensation	63,551	77,877	79,263	173,689	51,887	42,762	41,756	(226,560)	6,785	30,235	31,815	31,815	405,064
Pension and Retirement	19,484	15,605	15,920	51,197	28,339	23,335	21,636	13,062	13,457	15,709	16,500	16,265	250,509
Unemployment	23,318	25,201	25,805	(89,968)	27,254	26,164	25,552	15,225	15,953	18,499	200,000	100,000	413,003
Employee Insurance	232,610	246,836	229,896	160,417	230,263	216,660	238,872	223,908	238,407	227,236	242,447	246,989	2,734,541
Other Human Services Expense	1,054	625	376	2,038	3,121	3,851	769	1,152	174	(29)	322		13,453
Occupancy - Rent/Maint/Repairs/Security	2,333,806	2,258,526	2,262,887	2,213,388	2,295,293	2,231,878	2,263,497	2,154,623	2,229,205	2,259,181	2,249,839	2,229,123	26,981,246
Utilities	211,908	201,775	185,101	134,421	121,625	140,128	131,712	123,910	119,700	168,085	174,515	170,074	1,882,954
Insurance - General Liability	153,585	144,002	132,023	142,981	152,421	152,284	162,314	153,476	150,748	152,284	159,764	152,865	1,808,747
Telecom and Network	57,624	56,970	57,831	52,165	55,162	58,521	52,284	54,188	51,397	49,189	48,997	48,335	642,663
Legal/Audit/Other Professional Fees	116,669	140,378	159,800	148,238	133,953	128,109	96,501	54,123	78,336	75,736	71,750	50,710	1,254,303
Supplies	139,465	148,277	156,755	226,474	160,882	249,910	146,073	54,252	156,073	190,006	125,319	211,493	1,964,963
Client Supportive Services	8,032	10,630	25,660	11,558	13,301	3,019	14,989	13,596	7,723	18,042	39,125	5,110	170,785
Vehicle Expense	81,359	47,056	59,955	398,053	336,465	350,829	313,785	151,287	196,942	300,704	332,491	311,385	2,880,311
Conferences/Training/Travel	58,854	22,897	53,104	45,831	35,509	40,424	17,519	2,336	18,469	4,001	4,368	4,001	317,940
Equipment and Software Rent/Maintenance	137,357	162,815	150,493	162,644	166,448	156,156	149,720	109,830	109,146	131,409	142,271	172,574	1,750,863
Trash Removal	83,866	92,067	90,734	87,051	108,753	103,630	75,883	53,004	33,826	93,122	105,336	110,812	1,038,084
Gil Dues and Other Dues/Memberships	17,456	18,758	26,924	18,809	19,767	18,015	17,548	17,408	18,719	17,294	20,946	17,340	228,984
Postage and Shipping	38,123	36,853	43,838	38,267	40,687	44,289	29,327	635	41,758	27,736	24,349	19,596	385,458
Interest								909					909
Bank Charges/Delivery	48,145	45,804	48,751	43,366	40,618	41,680	43,950	13,726	12,572	19,730	42,706	40,731	441,779
Credit Card/Check Fees	102,592	103,276	114,564	(35,871)	100,204	98,766	103,311	68,666	2,841	59,940	83,477	95,285	897,051
Advertising/Printing/Subscriptions	24,881	23,783	53,688	126,159	41,315	62,239	58,542	11,047	45,466	24,562	57,476	60,525	589,683
Fundraising Events	8,164	43,098	(8,477)	1,387	2,395	2,179							48,746
Other	1,650	2,682	1,713	36,145	2,159	1,748	2,184	833	993	1,343	35,617	9,209	96,276
<b>TOTAL OPERATING EXPENSE</b>	<b>7,441,837</b>	<b>7,680,121</b>	<b>7,872,672</b>	<b>7,733,957</b>	<b>7,978,829</b>	<b>7,687,419</b>	<b>7,414,903</b>	<b>5,124,406</b>	<b>5,755,873</b>	<b>6,444,206</b>	<b>6,904,300</b>	<b>6,790,692</b>	<b>84,829,215</b>
<b>Excess Revenue/(Expense) Before Contributions and Depreciation</b>	<b>870,987</b>	<b>1,312,816</b>	<b>331,454</b>	<b>227,205</b>	<b>649,131</b>	<b>711,572</b>	<b>(2,544,297)</b>	<b>(4,992,720)</b>	<b>(504,890)</b>	<b>93,669</b>	<b>(373,858)</b>	<b>215,513</b>	<b>(4,003,418)</b>





## Goodwill Houston Metrics

### Years 2014 to 2019 and Year to Date August 2019 and 2020

	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2019	8 months 2019	8 months 2020	Benchmark
<b>Store Sales</b>	59,762,563	66,808,166	72,681,059	70,892,286	80,861,266	89,292,620	58,781,596	43,141,802	85.0%
as a % of total revenues	83.3%	86.3%	87.3%	88.0%	88.7%	89.8%	89.3%	91.1%	
<b>Number of Stores</b>	51	60	62	63	62	60	62	57	
<b>Total Revenues</b>	71,716,821	77,404,801	83,219,512	80,531,872	91,145,677	99,411,404	65,845,065	47,356,250	
<b>Salaries and Wages</b>	26,505,777	30,678,146	33,845,919	32,407,328	37,620,210	39,061,711	24,936,854	21,356,592	38.0%
as a % of total revenues	37.0%	39.6%	40.7%	40.2%	41.3%	39.3%	37.9%	45.1%	
<b>Employee Insurance</b>	2,463,476	3,658,517	3,511,610	2,612,684	2,683,844	2,789,508	1,839,469	1,864,783	4.0%
as a % of total revenues	3.4%	4.7%	4.2%	3.2%	2.9%	2.8%	2.8%	3.9%	
Health Ins. enrollees on the last day of the year/month	325	474	472	339	364	325	362	463	
<b>Occupancy - Rent/Maint/Repairs/Security</b>	17,717,741	21,912,001	24,849,467	26,509,435	26,859,269	27,292,011	18,206,551	17,912,640	30.0%
as a % of total revenues	24.7%	28.3%	29.9%	32.9%	29.5%	27.5%	27.7%	37.8%	
<b>Rents</b>	12,677,788	15,550,489	17,924,313	18,561,494	18,644,249	18,540,860	12,388,772	12,130,438	
<b>Cams</b>	4,195,357	5,318,779	5,727,617	6,411,015	6,820,514	7,102,507	4,744,169	4,842,208	
<b>Total Operating Expenses</b>	65,540,535	74,965,537	82,459,807	80,181,542	86,295,085	88,841,399	57,896,526	54,100,630	96.0%
as a % of total revenues	91.4%	96.8%	99.1%	99.6%	94.7%	89.4%	87.9%	114.2%	
<b>Net Income before Depreciation and Contributions</b>	6,176,286	2,439,264	759,705	350,330	4,850,592	10,570,005	7,948,539	(6,744,380)	4.0%
as a % of total revenues	8.6%	3.2%	0.9%	0.4%	5.3%	10.6%	12.1%	-14.2%	
<b>Donated Goods Expenses/Revenues</b>	72.0%	76.0%	79.0%	82.4%	83.4%	78.0%	76.0%	102.0%	76-79%
<b>Mission Support</b>	1,654,982	1,712,858	1,553,753	944,455	1,553,176	1,751,432	1,170,683	1,009,928	1,000,000
<b>Donations</b>	1,402,453	1,541,970	1,741,263	1,773,477	1,727,072	1,954,530	1,265,197	1,073,409	4.00
<b>Donations per square foot</b>	3.41	3.25	3.19	3.15	3.18	3.62	3.38	3.10	
<b>Sales per square foot</b>	138.65	138.64	129.50	121.20	142.63	160.86	155.54	123.40	130.00
<b>Same Store Sales - Increase (Decrease)</b>	5.1%	2.6%	-2.2%	-6.2%	16.1%	10.8%	10.4%	-25.5%	3.0%