



# **GOODWILL INDUSTRIES OF HOUSTON**

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

**November 11, 2020**



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

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

From: Bob Woods  
CFO

Date: November 12, 2020

Re: P&L Analysis – October 2020

---

### **COVID-19 UPDATE**

October 2020 was the fifth full month of operations since re-opening. Store Sales for the period returned to pre-pandemic levels. Our shopper count has not fully recovered and staffing remains a challenge. Despite the headwinds, Goodwill Houston managed to put \$1.0M on the bottom line for the month.

### **BALANCE SHEET**

The Combined Balance Sheet for GWH remains strong. Our current ratio (a key measure of liquidity) was 2.9 times as of October 31, 2020. The Total Liabilities/Net Assets ratio was 36.6% for the period.

As of October 31, 2020, the Foundation holds \$21.0 million in invested assets. In compliance with the GWH investment policy and short-term reserve policy, approximately \$13.0 million of the foundation invested assets at October 31, 2020 were invested between equities (49.7%), fixed income (40.5%) and a global allocation fund (10.0%). The remaining funds were invested conservatively in cash and cash equivalents.

As of October 31, 2020, there was \$0 outstanding on the \$2.5 million operating line of credit with Texas Capital Bank.

## **INCOME STATEMENT**

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

Total Operating Revenues for October 2020 were 89.9% of budget (\$8,418,821 vs \$9,368,503). Compared to the prior year, Total Operating Revenues were 93.6% of October 2019 (\$8,418,821 vs \$8,992,927).

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

Total Operating Expenses were \$7,384,851 in October 2020 compared to the budget of \$8,088,945.

Salaries and Wages were under budget by \$621,256. There are 275 unfilled positions in our stores. H/R is working to close this staffing gap. However, we expect to be underbudget for this line item in November and December.

Workers Compensation was overbudget by \$41,902 for the month. We are significantly underbudget on a YTD basis.

Professional fees were under budget \$48,801. This shortfall reflects I/T investments that were deferred to 2021.

Unemployment expenses were up dramatically due to furloughs of nearly all the hourly employees while stores were closed. The Texas Workforce Commission issued a \$1.2 million bill for the second quarter. We believe the federal government will be responsible for \$600,000 of this invoice. Additional credits are possible as our HR team is contesting certain chargebacks. Year to date, our P&L reflects \$778,647 of unemployment expense and we anticipate recording at least \$150,000 of additional expense before yearend.

Vehicle expenses were over budget by \$119,994 for the month primarily as a result of trailer rentals. We have utilized trailers to stage donations due to logistical and staffing issues at the stores. Jim Freeze is working to clear this backlog of donations.

Cost control is a daily focus.

### ***Profitability:***

For the month of October 2020, Net Income before Contributions and Depreciation was \$1,033,981 compared to the budget of \$1,279,658. Expressed as a percentage, this result was 12.3% of Total Operating Revenue. For the month of October 2019, Net Income before Contributions and Depreciation was 14.1% of Total Operating Revenue.

As our year end approaches, Management is focused on addressing our staffing challenges and finishing the year on a high note.

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

	<b>MONTH</b>	<b>Month Act.</b>	<b>MONTH</b>	<b>Month Bud.</b>	<b>MONTH</b>	<b>PRIOR YR</b>	<b>YTD</b>	<b>YTD Act.</b>	<b>YTD</b>	<b>YTD Bud.</b>	<b>YTD</b>	<b>PRIOR YR</b>
	<b>ACTUAL</b>	<b>% Rev</b>	<b>BUDGET</b>	<b>% Rev</b>	<b>VARIANCE</b>	<b>MO. ACTUAL</b>	<b>ACTUAL</b>	<b>% Rev</b>	<b>BUDGET</b>	<b>% Rev</b>	<b>VARIANCE</b>	<b>YTD ACTUAL</b>
<b>REVENUES</b>												
Store Sales	\$7,749,108		\$8,702,454		<b>(\$953,346)</b>	\$8,227,029	\$57,755,295		\$79,432,785		<b>(\$21,677,490)</b>	\$74,442,693
Salvage Sales	361,229		278,666		<b>82,563</b>	442,701	3,170,648		2,794,660		<b>375,988</b>	5,301,827
Workforce and Grants	81,528		127,738		<b>(46,210)</b>	101,355	974,213		1,246,632		<b>(272,419)</b>	1,198,801
Temporary Services	173,264		210,479		<b>(37,215)</b>	161,455	1,106,382		2,014,969		<b>(908,587)</b>	1,816,475
Fundraising Events			46,000		<b>(46,000)</b>	56,120	124,125		400,000		<b>(275,875)</b>	358,458
Interest and Other	53,703		3,166		<b>50,537</b>	4,277	112,817		31,660		<b>81,157</b>	32,572
<b>TOTAL OPERATING REVENUE</b>	<b>8,418,832</b>		<b>9,368,503</b>		<b>(949,671)</b>	<b>8,992,937</b>	<b>63,243,480</b>		<b>85,920,706</b>		<b>(22,677,226)</b>	<b>83,150,826</b>
<b>EXPENSES</b>												
Salaries and Wages	2,764,753	<b>32.84%</b>	3,386,009	<b>36.14%</b>	<b>(621,256)</b>	3,422,495	26,162,317	<b>41.37%</b>	30,815,466	<b>35.87%</b>	<b>(4,653,149)</b>	30,620,065
Wages - GTS Temps	100,606	<b>1.20%</b>	132,811	<b>1.42%</b>	<b>(32,205)</b>	88,123	643,249	<b>1.02%</b>	1,269,729	<b>1.48%</b>	<b>(626,480)</b>	1,075,964
Payroll Taxes	203,393	<b>2.42%</b>	268,295	<b>2.86%</b>	<b>(64,902)</b>	243,712	1,939,667	<b>3.07%</b>	2,445,567	<b>2.85%</b>	<b>(505,900)</b>	2,302,391
Workers Compensation	90,802	<b>1.08%</b>	49,900	<b>0.53%</b>	<b>40,902</b>	77,877	187,271	<b>0.30%</b>	457,105	<b>0.53%</b>	<b>(269,834)</b>	377,437
Pension and Retirement	38,063	<b>0.45%</b>	26,646	<b>0.28%</b>	<b>11,417</b>	15,605	203,085	<b>0.32%</b>	250,172	<b>0.29%</b>	<b>(47,087)</b>	155,512
Unemployment	150,000	<b>1.78%</b>	26,822	<b>0.29%</b>	<b>123,178</b>	25,201	778,647	<b>1.23%</b>	242,593	<b>0.28%</b>	<b>536,054</b>	244,172
Employee Insurance	253,275	<b>3.01%</b>	252,394	<b>2.69%</b>	<b>881</b>	246,836	2,349,829	<b>3.72%</b>	2,351,847	<b>2.74%</b>	<b>(2,018)</b>	2,318,915
Other Human Services Expense	1,741	<b>0.02%</b>	9,999	<b>0.11%</b>	<b>(8,258)</b>	625	11,171	<b>0.02%</b>	99,990	<b>0.12%</b>	<b>(88,819)</b>	89,675
Occupancy - Rent/Maint/Repairs/Security	2,244,243	<b>26.66%</b>	2,262,499	<b>24.15%</b>	<b>(18,256)</b>	2,258,526	22,391,043	<b>35.40%</b>	22,716,264	<b>26.44%</b>	<b>(325,221)</b>	22,798,885
Utilities	187,455	<b>2.23%</b>	205,573	<b>2.19%</b>	<b>(18,118)</b>	201,775	1,548,714	<b>2.45%</b>	1,912,260	<b>2.23%</b>	<b>(363,546)</b>	1,874,509
Insurance - General Liability	132,259	<b>1.57%</b>	156,583	<b>1.67%</b>	<b>(24,324)</b>	144,002	1,521,809	<b>2.41%</b>	1,565,830	<b>1.82%</b>	<b>(44,021)</b>	1,424,686
Telecom and Network	47,427	<b>0.56%</b>	57,767	<b>0.62%</b>	<b>(10,340)</b>	56,970	513,989	<b>0.81%</b>	579,267	<b>0.67%</b>	<b>(65,278)</b>	573,829
Legal/Audit/Other Professional Fees	97,900	<b>1.16%</b>	146,701	<b>1.57%</b>	<b>(48,801)</b>	140,378	848,902	<b>1.34%</b>	1,452,650	<b>1.69%</b>	<b>(603,748)</b>	1,372,163
Supplies	153,889	<b>1.83%</b>	175,016	<b>1.87%</b>	<b>(21,127)</b>	148,277	1,671,891	<b>2.64%</b>	1,628,417	<b>1.90%</b>	<b>43,474</b>	1,406,016
Client Supportive Services	5,150	<b>0.06%</b>	30,659	<b>0.33%</b>	<b>(25,509)</b>	10,630	133,120	<b>0.21%</b>	273,692	<b>0.32%</b>	<b>(140,572)</b>	122,981
Vehicle Expense	381,159	<b>4.53%</b>	261,165	<b>2.79%</b>	<b>119,994</b>	47,056	3,165,668	<b>5.01%</b>	2,611,650	<b>3.04%</b>	<b>554,018</b>	675,806
Conferences/Training/Travel	8,852	<b>0.11%</b>	29,808	<b>0.32%</b>	<b>(20,956)</b>	22,897	151,093	<b>0.24%</b>	284,358	<b>0.33%</b>	<b>(133,265)</b>	267,888
Equipment and Software Rent/Maintenance	164,262	<b>1.95%</b>	168,075	<b>1.79%</b>	<b>(3,813)</b>	162,815	1,457,605	<b>2.30%</b>	1,686,842	<b>1.96%</b>	<b>(229,237)</b>	1,567,707
Trash Removal	97,390	<b>1.16%</b>	98,267	<b>1.05%</b>	<b>(877)</b>	92,067	899,970	<b>1.42%</b>	986,962	<b>1.15%</b>	<b>(86,992)</b>	973,983
GII Dues and Other Dues/Memberships	19,404	<b>0.23%</b>	19,583	<b>0.21%</b>	<b>(179)</b>	18,758	183,398	<b>0.29%</b>	195,830	<b>0.23%</b>	<b>(12,432)</b>	193,873
Postage and Shipping	22,041	<b>0.26%</b>	45,217	<b>0.48%</b>	<b>(23,176)</b>	36,853	261,512	<b>0.41%</b>	393,347	<b>0.46%</b>	<b>(131,835)</b>	351,038
Bank Charges/Courier	41,859	<b>0.50%</b>	45,641	<b>0.49%</b>	<b>(3,782)</b>	45,804	337,961	<b>0.53%</b>	458,360	<b>0.53%</b>	<b>(120,399)</b>	610,943
Credit Card/Check Fees	113,009	<b>1.34%</b>	113,662	<b>1.21%</b>	<b>(653)</b>	103,276	809,336	<b>1.28%</b>	1,036,954	<b>1.21%</b>	<b>(227,618)</b>	974,176
Advertising/Printing/Subscriptions	61,563	<b>0.73%</b>	75,003	<b>0.80%</b>	<b>(13,440)</b>	23,783	489,676	<b>0.77%</b>	750,164	<b>0.87%</b>	<b>(260,488)</b>	416,026
Fundraising Events			42,500	<b>0.45%</b>	<b>(42,500)</b>	43,098	4,574	<b>0.01%</b>	209,000	<b>0.24%</b>	<b>(204,426)</b>	207,144
Other	4,356	<b>0.05%</b>	2,250	<b>0.02%</b>	<b>2,106</b>	2,682	64,407	<b>0.10%</b>	22,500	<b>0.03%</b>	<b>41,907</b>	22,699
<b>TOTAL OPERATING EXPENSE</b>	<b>7,384,851</b>	<b>87.72%</b>	<b>8,088,845</b>	<b>86.34%</b>	<b>(703,994)</b>	<b>7,680,121</b>	<b>68,730,813</b>	<b>108.68%</b>	<b>76,696,816</b>	<b>89.26%</b>	<b>(7,966,003)</b>	<b>73,018,483</b>
<b>EXCESS REVENUES (EXPENSES)</b>	<b>1,033,981</b>	<b>12.28%</b>	<b>1,279,658</b>	<b>13.66%</b>	<b>(245,677)</b>	<b>1,312,816</b>	<b>(5,487,333)</b>	<b>-8.68%</b>	<b>9,223,890</b>	<b>10.74%</b>	<b>(14,711,223)</b>	<b>10,132,343</b>
Depreciation	152,491	<b>1.81%</b>	206,580	<b>2.21%</b>	<b>(54,089)</b>	161,582	1,464,959	<b>2.32%</b>	2,065,800	<b>2.40%</b>	<b>(600,841)</b>	1,936,325
<b>CHANGE IN NET ASSETS BEFORE CONTRIBUTIONS</b>	<b>881,490</b>	<b>10.47%</b>	<b>1,073,078</b>	<b>11.45%</b>	<b>(191,588)</b>	<b>1,151,234</b>	<b>(6,952,292)</b>	<b>-10.99%</b>	<b>7,158,090</b>	<b>8.33%</b>	<b>(14,110,382)</b>	<b>8,196,018</b>
Number of Employees (including GTS)	1,650											
Inventory - Contributed Goods Adjustment - September 2020							(2,918,993)					

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

	<b>MONTH</b>	<b>Month Act.</b>	<b>MONTH</b>	<b>Month Bud.</b>	<b>MONTH</b>	<b>PRIOR YR</b>	<b>YTD</b>	<b>YTD Act.</b>	<b>YTD</b>	<b>YTD Bud.</b>	<b>YTD</b>	<b>PRIOR YR</b>
	<b>ACTUAL</b>	<b>% Rev</b>	<b>BUDGET</b>	<b>% Rev</b>	<b>VARIANCE</b>	<b>MO. ACTUAL</b>	<b>ACTUAL</b>	<b>% Rev</b>	<b>BUDGET</b>	<b>% Rev</b>	<b>VARIANCE</b>	<b>YTD ACTUAL</b>
<b>REVENUES</b>												
Store Sales	\$7,749,108		\$8,702,454		(\$953,346)	\$8,227,029	\$57,755,295		\$79,432,785		#####	\$74,442,693
Salvage Sales	361,229		278,666		82,563	442,701	3,170,648		2,794,660		375,988	5,301,827
Workforce and Grants	81,528		127,738		(46,210)	101,355	974,213		1,246,632		(272,419)	1,198,801
Temporary Services	173,264		210,479		(37,215)	161,455	1,106,382		2,014,969		(908,587)	1,816,475
Fundraising Events			46,000		(46,000)	56,120	124,125		400,000		(275,875)	358,458
Interest and Other	53,703		3,166		50,537	4,277	112,817		31,660		81,157	32,572
<b>TOTAL OPERATING REVENUE</b>	<b>8,418,832</b>		<b>9,368,503</b>		<b>(949,671)</b>	<b>8,992,937</b>	<b>63,243,480</b>		<b>85,920,706</b>		<b>(22,677,226)</b>	<b>83,150,826</b>
<b>EXPENSES</b>												
Salaries and Wages	2,764,753	32.84%	3,386,009	36.14%	(621,256)	3,422,495	26,162,317	41.37%	30,815,466	35.87%	(4,653,149)	30,620,065
Wages - GTS Temps	100,606	1.20%	132,811	1.42%	(32,205)	88,123	643,249	1.02%	1,269,729	1.48%	(626,480)	1,075,964
Payroll Taxes	203,393	2.42%	268,295	2.86%	(64,902)	243,712	1,939,667	3.07%	2,445,567	2.85%	(505,900)	2,302,391
Workers Compensation	90,802	1.08%	49,900	0.53%	40,902	77,877	187,271	0.30%	457,105	0.53%	(269,834)	377,437
Pension and Retirement	38,063	0.45%	26,646	0.28%	11,417	15,605	203,085	0.32%	250,172	0.29%	(47,087)	155,512
Unemployment	150,000	1.78%	26,822	0.29%	123,178	25,201	778,647	1.23%	242,593	0.28%	536,054	244,172
Employee Insurance	253,275	3.01%	252,394	2.69%	881	246,836	2,349,829	3.72%	2,351,847	2.74%	(2,018)	2,318,915
Other Human Services Expense	1,741	0.02%	9,999	0.11%	(8,258)	625	11,171	0.02%	99,990	0.12%	(88,819)	89,675
Occupancy - Rent/Maint/Repairs/Security	2,244,243	26.66%	2,262,499	24.15%	(18,256)	2,258,526	22,391,043	35.40%	22,716,264	26.44%	(325,221)	22,798,885
Utilities	187,455	2.23%	205,573	2.19%	(18,118)	201,775	1,548,714	2.45%	1,912,260	2.23%	(363,546)	1,874,509
Insurance - General Liability	132,259	1.57%	156,583	1.67%	(24,324)	144,002	1,521,809	2.41%	1,565,830	1.82%	(44,021)	1,424,686
Telecom and Network	47,427	0.56%	57,767	0.62%	(10,340)	56,970	513,989	0.81%	579,267	0.67%	(65,278)	573,829
Legal/Audit/Other Professional Fees	97,900	1.16%	146,701	1.57%	(48,801)	140,378	848,902	1.34%	1,452,650	1.69%	(603,748)	1,372,163
Supplies	153,889	1.83%	175,016	1.87%	(21,127)	148,277	1,671,891	2.64%	1,628,417	1.90%	43,474	1,406,016
Client Supportive Services	5,150	0.06%	30,659	0.33%	(25,509)	10,630	133,120	0.21%	273,692	0.32%	(140,572)	122,981
Vehicle Expense	381,159	4.53%	261,165	2.79%	119,994	47,056	3,165,668	5.01%	2,611,650	3.04%	554,018	675,806
Conferences/Training/Travel	8,852	0.11%	29,808	0.32%	(20,956)	22,897	151,093	0.24%	284,358	0.33%	(133,265)	267,888
Equipment and Software Rent/Maintenance	164,262	1.95%	168,075	1.79%	(3,813)	162,815	1,457,605	2.30%	1,686,842	1.96%	(229,237)	1,567,707
Trash Removal	97,390	1.16%	98,267	1.05%	(877)	92,067	899,970	1.42%	986,962	1.15%	(86,992)	973,983
GII Dues and Other Dues/Memberships	19,404	0.23%	19,583	0.21%	(179)	18,758	183,398	0.29%	195,830	0.23%	(12,432)	193,873
Postage and Shipping	22,041	0.26%	45,217	0.48%	(23,176)	36,853	261,512	0.41%	393,347	0.46%	(131,835)	351,038
Interest							909	0.00%			909	
Bank Charges/Courier	41,859	0.50%	45,641	0.49%	(3,782)	45,804	337,961	0.53%	458,360	0.53%	(120,399)	610,943
Credit Card/Check Fees	113,009	1.34%	113,662	1.21%	(653)	103,276	809,336	1.28%	1,036,954	1.21%	(227,618)	974,176
Advertising/Printing/Subscriptions	61,563	0.73%	75,003	0.80%	(13,440)	23,783	489,676	0.77%	750,164	0.87%	(260,488)	416,026
Fundraising Events			42,500	0.45%	(42,500)	43,098	4,574	0.01%	209,000	0.24%	(204,426)	207,144
Other	4,356	0.05%	2,250	0.02%	2,106	2,682	64,407	0.10%	22,500	0.03%	41,907	22,699
<b>TOTAL OPERATING EXPENSE</b>	<b>7,384,851</b>	<b>87.72%</b>	<b>8,088,845</b>	<b>86.34%</b>	<b>(703,994)</b>	<b>7,680,121</b>	<b>68,730,813</b>	<b>108.68%</b>	<b>76,696,816</b>	<b>89.26%</b>	<b>(7,966,003)</b>	<b>73,018,483</b>
<b>EXCESS REVENUES (EXPENSES)</b>	<b>1,033,981</b>	<b>12.28%</b>	<b>1,279,658</b>	<b>13.66%</b>	<b>(245,677)</b>	<b>1,312,816</b>	<b>(5,487,333)</b>	<b>-8.68%</b>	<b>9,223,890</b>	<b>10.74%</b>	<b>(14,711,223)</b>	<b>10,132,343</b>
Depreciation	152,491	1.81%	206,580	2.21%	(54,089)	161,582	1,464,959	2.32%	2,065,800	2.40%	(600,841)	1,936,325
<b>CHANGE IN NET ASSETS BEFORE CONTRIBUTIONS</b>	<b>881,490</b>	<b>10.47%</b>	<b>1,073,078</b>	<b>11.45%</b>	<b>(191,588)</b>	<b>1,151,234</b>	<b>(6,952,292)</b>	<b>-10.99%</b>	<b>7,158,090</b>	<b>8.33%</b>	<b>(14,110,382)</b>	<b>8,196,018</b>
Mission	(131,801)					(144,205)	(1,258,493)					(1,458,051)
Contributions	20,917					(968,270)	5,123,781					(6,182,654)
<b>Net Income Plus Contributions and Mission</b>	<b>770,606</b>		<b>1,073,078</b>			<b>38,759</b>	<b>(3,087,004)</b>		<b>7,158,090</b>			<b>555,313</b>

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

	Month			Goodwill & Foundation Combined	Ytd			Goodwill & Foundation Combined
	Unrestricted	Foundation	Elimination		Unrestricted	Foundation	Elimination	
<b>REVENUES</b>								
Store Sales	\$7,749,108			7,749,108	\$57,755,295			57,755,295
Salvage Sales	361,229			361,229	3,170,648			3,170,648
Workforce and Grants	81,528			81,528	974,213			974,213
Temporary Services	173,264			173,264	1,106,382			1,106,382
Fundraising Events					124,125			124,125
Contributions - Unrestricted		125		125		135,362		135,362
Contributions - Temporarily Restricted	20,917			20,917	623,781			623,781
Contributions from the Foundation					4,500,000		(4,500,000)	
Contributions - Capital Campaign								
Contributions from Unrestricted								
Interest and Other	53,703	(206,278)		(152,575)	112,817	435,564		548,381
<b>TOTAL OPERATING REVENUE</b>	<b>8,439,749</b>	<b>(206,153)</b>		<b>8,233,596</b>	<b>68,367,261</b>	<b>570,926</b>	<b>(4,500,000)</b>	<b>64,438,187</b>
<b>EXPENSES</b>								
Salaries and Wages	2,764,753			2,764,753	26,162,317			26,162,317
Wages - GTS Temps	100,606			100,606	643,249			643,249
Payroll Taxes	203,393			203,393	1,939,667			1,939,667
Workers Compensation	90,802			90,802	187,271			187,271
Pension and Retirement	38,063			38,063	203,085			203,085
Unemployment	150,000			150,000	778,647			778,647
Employee Insurance	253,275			253,275	2,349,829			2,349,829
Other Human Services Expense	1,741			1,741	11,171			11,171
Occupancy - Rent/Maint/Repairs/Security	2,244,243			2,244,243	22,391,043			22,391,043
Utilities	187,455			187,455	1,548,714			1,548,714
Insurance - General Liability	132,259			132,259	1,521,809			1,521,809
Telecom and Network	47,427			47,427	513,989			513,989
Legal/Audit/Other Professional Fees	97,900	13,191		111,091	848,902	40,791		889,693
Supplies	153,889			153,889	1,671,891			1,671,891
Client Supportive Services	5,150			5,150	133,120			133,120
Vehicle Expense	381,159			381,159	3,165,668			3,165,668
Conferences/Training/Travel	8,852			8,852	151,093			151,093
Equipment and Software Rent/Maintenance	164,262			164,262	1,457,605			1,457,605
Trash Removal	97,390			97,390	899,970			899,970
GII Dues and Other Dues/Memberships	19,404			19,404	183,398			183,398
Postage and Shipping	22,041			22,041	261,512			261,512
Interest					909			909
Bank Charges/Courier	41,859			41,859	337,961			337,961
Credit Card/Check Fees	113,009			113,009	809,336			809,336
Advertising/Printing/Subscriptions	61,563			61,563	489,676			489,676
Fundraising Events					4,574			4,574
Contributions to Goodwill Unrestricted						4,500,000	(4,500,000)	
Contributions to the Foundation								
Other	4,356			4,356	64,407			64,407
<b>TOTAL OPERATING EXPENSE</b>	<b>7,384,851</b>	<b>13,191</b>		<b>7,398,042</b>	<b>68,730,813</b>	<b>4,540,791</b>	<b>(4,500,000)</b>	<b>68,771,604</b>
<b>EXCESS REVENUES (EXPENSES)</b>	<b>1,054,898</b>	<b>(219,344)</b>		<b>835,554</b>	<b>(363,552)</b>	<b>(3,969,865)</b>		<b>(4,333,417)</b>
Depreciation - Assets Charge to Dept	152,491			152,491	1,464,959			1,464,959
<b>CHANGE IN NET ASSETS</b>	<b>902,407</b>	<b>(219,344)</b>		<b>683,063</b>	<b>(1,828,511)</b>	<b>(3,969,865)</b>		<b>(5,798,376)</b>
<b>E/R</b>				<b>89.85%</b>				<b>106.72%</b>

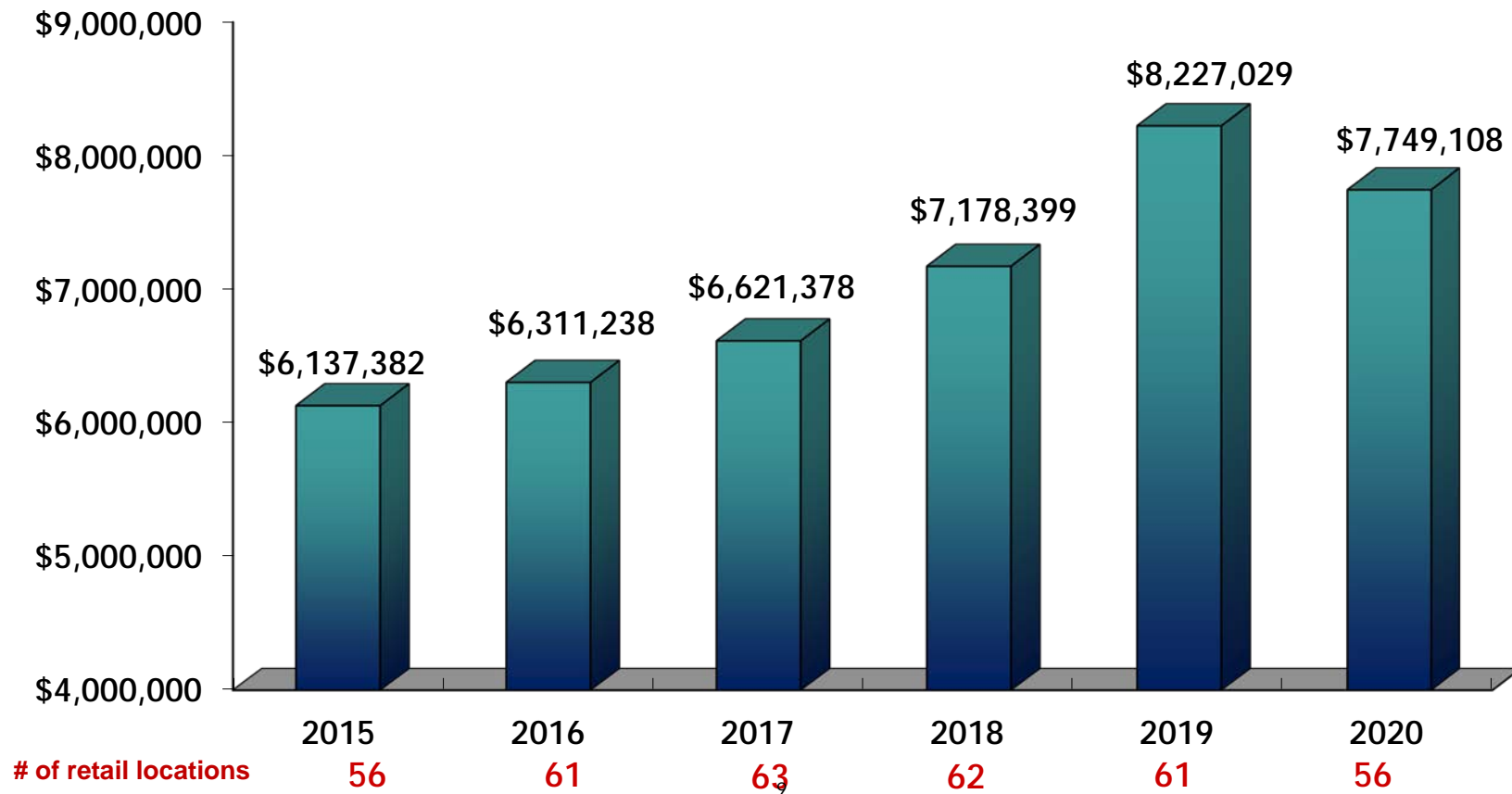
**GOODWILL INDUSTRIES OF HOUSTON  
and THE GOODWILL FOUNDATION  
BALANCE SHEET  
As of October 31, 2020**

	<b>Goodwill Unrestricted</b>	<b>Foundation</b>	<b>Goodwill Unrestricted Foundation Combined</b>
<b>ASSETS</b>			
<i>CURRENT ASSETS:</i>			
Cash and Cash Equivalents	\$4,678,128	\$8,084,385	\$12,762,513
Short-Term Investments		12,899,645	12,899,645
Accounts Receivable	862,591		862,591
Pledges Receivable			
Inventory	8,891,839		8,891,839
Prepays / Deposits	3,771,116		3,771,116
Due (To)/From - Interfund			
	-----	-----	-----
<i>TOTAL CURRENT ASSETS</i>	<i>18,203,674</i>	<i>20,984,030</i>	<i>39,187,704</i>
<i>LONG-TERM ASSETS:</i>			
Long-Term Investments			
Property and Equipment - net	11,006,921		11,006,921
	-----	-----	-----
<i>TOTAL LONG-TERM ASSETS</i>	<i>11,006,921</i>		<i>11,006,921</i>
	-----	-----	-----
<b>TOTAL ASSETS</b>	<b>29,210,595</b>	<b>20,984,030</b>	<b>50,194,625</b>
<b>LIABILITIES &amp; NET ASSETS</b>			
<i>CURRENT LIABILITIES:</i>			
Accounts Payable	891,669		891,669
Accrued Expenses	12,493,725		12,493,725
Deferred Income	55,431		55,431
Line of Credit			
	-----	-----	-----
<i>TOTAL CURRENT LIABILITIES</i>	<i>13,440,825</i>		<i>13,440,825</i>
<i>LONG-TERM LIABILITIES:</i>			
Notes Payable			
	-----	-----	-----
<i>TOTAL LIABILITIES</i>	<i>13,440,825</i>		<i>13,440,825</i>
<i>NET ASSETS</i>			
Unrestricted	15,769,770	20,714,170	36,483,940
Permanently Restricted		269,860	269,860
	-----	-----	-----
	<i>15,769,770</i>	<i>20,984,030</i>	<i>36,753,800</i>
	-----	-----	-----
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>29,210,595</b>	<b>20,984,030</b>	<b>50,194,625</b>



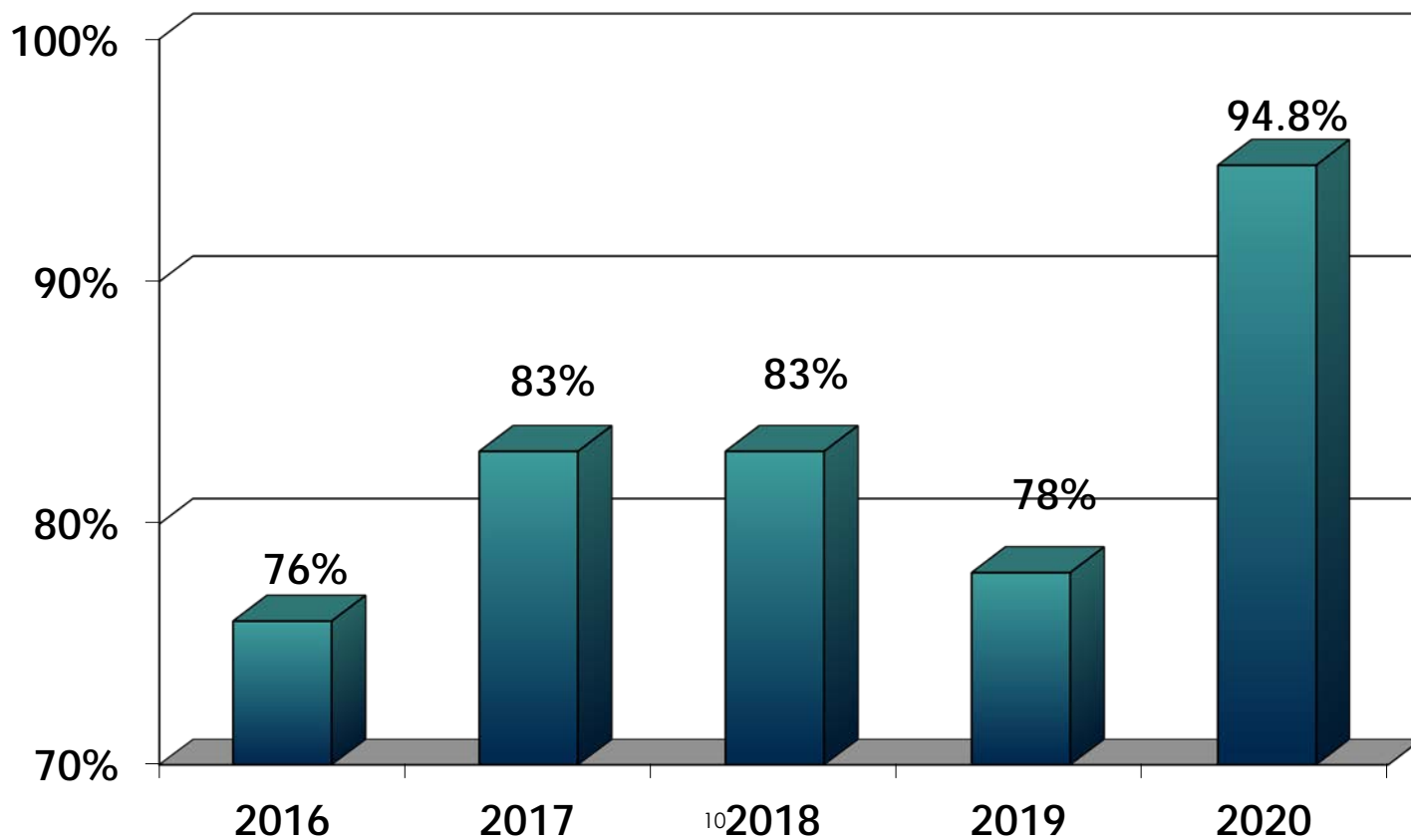
# GOODWILL STORE SALES

## Month of October 2015 to 2020

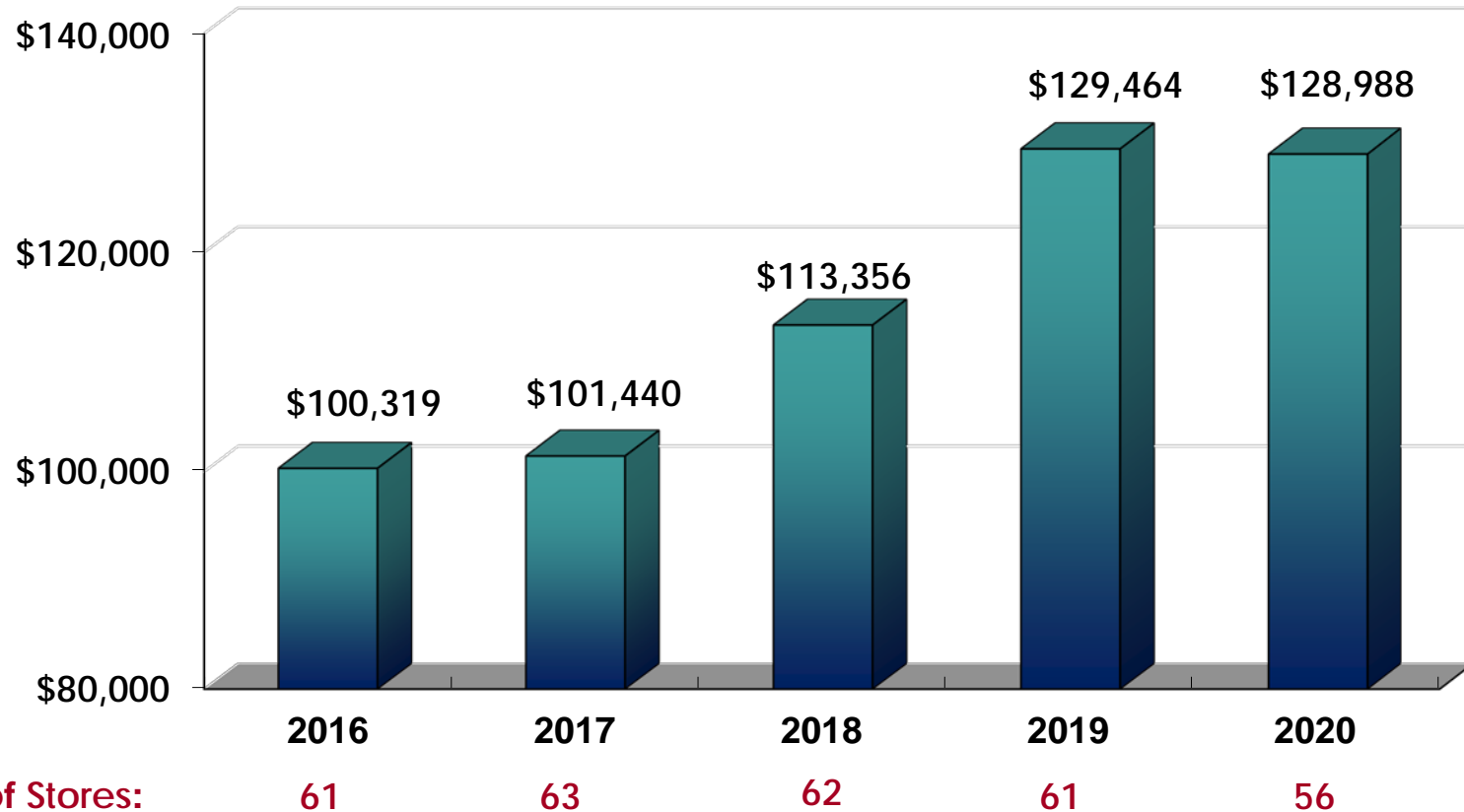


# DONATED GOODS EXPENSE TO REVENUE RATIO

## Years 2016 to 2019 and YTD October 2020



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





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

		Month			YTD		
		October 2020	October 2019	Same Store NI Inc(Dec)	October 2020	October 2019	Same Store NI Inc(Dec)
Humble	Opened Mar 19, 1993	53,007	42,428	24.9%	214,254	247,440	-13.4%
290	Opened Aug 05, 2009	26,397	23,281	13.4%	36,576	323,413	-88.7%
Tomball	Opened Feb 21, 2012	62,901	36,369	73.0%	250,432	369,467	-32.2%
Town and Co.	Opened Aug 01, 2004	60,011	63,691	-5.8%	342,888	710,732	-51.8%
West Oaks	Opened Dec 13, 2012	46,386	23,072	101.0%	130,557	254,246	-48.6%
Nasa	Opened Oct 01, 2005	56,212	68,683	-18.2%	312,618	624,839	-50.0%
Atascocita	Opened Aug 07, 2006	76,528	70,527	8.5%	317,233	574,186	-44.8%
Jones	Opened Mar 16, 2006	34,291	28,126	21.9%	(18,327)	253,832	-107.2%
Galveston	Opened Mar 01, 1987	82,175	92,499	-11.2%	641,038	834,972	-23.2%
Champions	Opened Feb 17, 2007	31,590	45,014	-29.8%	106,599	323,885	-67.1%
Katy	Opened Aug 09, 2007	58,021	41,876	38.6%	205,771	474,962	-56.7%
Spring	Opened Sep 01, 2007	51,484	36,822	39.8%	195,461	255,238	-23.4%
Missouri City	Opened Nov 06, 2007	44,390	46,474	-4.5%	199,883	360,991	-44.6%
Piney Point	Opened Jul 01, 2008	90,549	92,024	-1.6%	470,123	897,483	-47.6%
529	Opened Oct 21, 2008	69,607	42,695	63.0%	244,742	547,897	-55.3%
Hwy. 6	Opened Nov 21, 2008	28,113	31,062	-9.5%	16,312	324,921	-95.0%
Conroe	Opened Mar 14, 2009	75,978	63,443	19.8%	339,054	593,735	-42.9%
River Oaks	Opened May 28, 2009	210,176	177,884	18.2%	1,301,327	1,823,844	-28.6%
Woodlands	Opened Aug 08, 2009	76,192	80,851	-5.8%	365,754	637,208	-42.6%
Porter	Opened Sep 15, 2009	70,114	67,419	4.0%	367,057	587,483	-37.5%
Baytown	Opened Dec 15, 2009	82,554	86,263	-4.3%	439,280	804,677	-45.4%
Meyerland	Opened May 11, 2010	44,914	55,426	-19.0%	138,983	599,439	-76.8%
Kuyk. @ Louetta	Opened Aug 13, 2010	74,976	65,522	14.4%	397,175	652,781	-39.2%
Victory Lakes	Opened Aug 28, 2010	106,223	105,581	0.6%	651,691	921,542	-29.3%
Fairmont Pkwy	Opened Oct 28, 2010	47,399	50,282	-5.7%	264,269	588,487	-55.1%
I45 @ 1960	Opened Nov 12, 2010	2,587	19,356	-86.6%	(55,179)	176,451	-131.3%
West Road	Opened Dec 11, 2010	29,543	32,353	-8.7%	107,753	276,406	-61.0%
Fry @ Saums	Opened Dec 17, 2010	31,922	28,013	14.0%	143,568	322,567	-55.5%
Lakeshore	Opened Dec 31, 2010	56,190	56,782	-1.0%	282,978	527,193	-46.3%
Crossing	Opened May 27, 2011	42,151	48,875	-13.8%	150,350	301,527	-50.1%
League City	Opened July 26, 2011	49,981	64,371	-22.4%	275,653	565,308	-51.2%
Uvalde	Opened Dec 31, 2011	31,212	14,500	115.3%	39,107	133,687	-70.7%
Pasadena	Opened Dec 13, 2011	37,056	42,941	-13.7%	123,296	349,574	-64.7%
Heights	Opened Feb 23, 2012	66,201	82,940	-20.2%	365,623	915,804	-60.1%
Clear Lake	Opened July 31, 2012	69,587	70,578	-1.4%	462,764	521,817	-11.3%
Grant and Louetta	Opened Aug 17, 2012	33,523	31,412	6.7%	178,397	442,289	-59.7%
Wilson Road	Opened Sep 19, 2012	36,781	49,917	-26.3%	128,498	480,898	-73.3%
Katy Ranch	Opened Nov 26, 2012	93,838	66,678	40.7%	461,410	870,181	-47.0%
Sealy	Opened Mar 26, 2013	55,524	50,010	11.0%	322,411	516,579	-37.6%
Willis	Opened Apr 14, 2013	54,238	37,840	43.3%	206,256	351,107	-41.3%
Huntsville	Opened Sep 13, 2013	56,990	67,114	-15.1%	328,351	404,819	-18.9%
I-10	Opened Feb 05, 2014	37,917	42,224	-10.2%	182,509	387,718	-52.9%
Crosby	Opened Sep 06, 2014	29,502	22,099	33.5%	13,489	164,018	-91.8%
Lake Jackson	Opened Dec 15, 2014	47,575	64,409	-26.1%	236,220	466,141	-49.3%
Fry @ 529	Opened Mar 31, 2015	9,804	6,406	53.0%	(109,742)	67,985	-261.4%
Willowchase	Opened Jun 19, 2015	16,291	(2,215)	835.5%	(42,156)	80,841	-152.1%
Longmeadow	Opened July 05, 2015	(12,923)	22,037	-158.6%	(197,308)	101,723	-294.0%
Briargrove	Opened July 25, 2015	45,342	57,271	-20.8%	174,699	536,425	-67.4%
LaPorte	Opened Aug 22, 2015	55,411	53,063	4.4%	302,198	315,651	-4.3%
Pearland Plaza	Opened Sep 15, 2015	56,881	53,464	6.4%	255,473	427,839	-40.3%
Fairfield	Opened Dec 30, 2015	79,807	58,194	37.1%	421,240	648,475	-35.0%
Reading Road	Opened Mar 07, 2016	19,089	4,532	321.2%	(44,193)	(33,056)	-33.7%
Greatwood	Opened Apr 09, 2016	8,587	13,354	-35.7%	(132,534)	30,886	-529.1%
Telfair	Opened Jul 23, 2016	933	(1,296)	172.0%	(165,157)	(83,738)	-97.2%
Alvin	Opened Nov 21, 2016	50,062	42,397	18.1%	129,462	351,496	-63.2%
Brenham	Opened Apr 23, 2017	14,136	21,790	-35.1%	(44,548)	127,867	-134.8%
<b>Total</b>		<b>2,865,926</b>	<b>2,758,723</b>	<b>3.9%</b>	<b>12,431,638</b>	<b>25,334,178</b>	<b>-50.9%</b>



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

		Month			YTD		
		October 2020	October 2019	Same Store Sales Incr.	October 2020	October 2019	Same Store Sales Incr.
Humble	Opened Mar 19, 1993	112,931	111,521	1.3%	838,991	890,302	-5.8%
290	Opened Aug 05, 2009	103,833	110,105	-5.7%	779,611	1,065,622	-26.8%
Tomball	Opened Feb 21, 2012	132,487	100,121	32.3%	862,174	977,999	-11.8%
Town and Co.	Opened Aug 01, 2004	144,016	142,682	0.9%	973,799	1,399,509	-30.4%
West Oaks	Opened Dec 13, 2012	122,089	97,338	25.4%	869,254	957,495	-9.2%
Nasa	Opened Oct 01, 2005	142,161	164,480	-13.6%	1,067,842	1,444,517	-26.1%
Atascocita	Opened Aug 07, 2006	154,315	154,668	-0.2%	1,006,621	1,319,278	-23.7%
Jones	Opened Mar 16, 2006	102,829	114,597	-10.3%	653,897	960,846	-31.9%
Galveston	Opened Mar 01, 1987	122,425	147,632	-17.1%	1,043,042	1,315,793	-20.7%
Champions	Opened Aug 09, 2007	100,473	116,166	-13.5%	749,793	1,044,120	-28.2%
Katy	Opened Aug 09, 2007	133,485	123,822	7.8%	894,940	1,187,394	-24.6%
Spring	Opened Sep 01, 2007	126,038	121,254	3.9%	916,809	957,710	-4.3%
Missouri City	Opened Nov 06, 2007	106,626	118,093	-9.7%	887,379	1,005,299	-11.7%
Piney Point	Opened Jul 01, 2008	176,527	174,272	1.3%	1,248,706	1,709,453	-27.0%
529	Opened Oct 21, 2008	155,478	144,260	7.8%	1,039,405	1,355,098	-23.3%
Hwy. 6	Opened Nov 21, 2008	107,450	113,143	-5.0%	766,563	1,049,457	-27.0%
Conroe	Opened Mar 14, 2009	154,233	147,766	4.4%	1,136,742	1,398,327	-18.7%
River Oaks	Opened May 28, 2009	333,001	311,056	7.1%	2,500,192	3,042,005	-17.8%
Woodlands	Opened Aug 08, 2009	147,458	152,255	-3.2%	1,072,901	1,307,164	-17.9%
Porter	Opened Sep 15, 2009	176,127	173,199	1.7%	1,320,240	1,585,366	-16.7%
Baytown	Opened Dec 15, 2009	165,882	167,271	-0.8%	1,166,757	1,537,776	-24.1%
Meyerland	Opened May 11, 2010	106,935	131,494	-18.7%	784,987	1,320,517	-40.6%
Kuyk. @ Louetta	Opened Aug 13, 2010	152,000	141,251	7.6%	1,056,982	1,334,451	-20.8%
Victory Lakes	Opened Aug 28, 2010	186,069	192,196	-3.2%	1,393,847	1,722,427	-19.1%
Fairmont Pkwy	Opened Oct 28, 2010	118,957	129,528	-8.2%	907,839	1,270,906	-28.6%
I45 @ 1960	Opened Nov 12, 2010	61,920	92,679	-33.2%	580,099	795,202	-27.1%
West Road	Opened Dec 11, 2010	96,500	94,737	1.9%	727,366	832,766	-12.7%
Fry @ Saums	Opened Dec 17, 2010	92,504	92,484	0.0%	689,350	900,675	-23.5%
Lakeshore	Opened Dec 31, 2010	118,994	118,071	0.8%	877,105	1,139,293	-23.0%
Crossing	Opened May 27, 2011	107,714	105,682	1.9%	738,521	845,262	-12.6%
League City	Opened Jul 26, 2011	111,087	135,711	-18.1%	855,314	1,203,617	-28.9%
Uvalde	Opened Dec 31, 2011	90,624	87,019	4.1%	624,750	722,561	-13.5%
Pasadena	Opened Dec 13, 2011	97,653	109,865	-11.1%	651,775	959,597	-32.1%
Heights	Opened Feb 23, 2012	159,393	195,836	-18.6%	1,236,834	1,810,195	-31.7%
Clear Lake	Opened Jul 31, 2012	144,508	163,461	-11.6%	1,166,984	1,369,240	-14.8%
Grant and Louetta	Opened Aug 17, 2012	121,597	119,411	1.8%	890,573	1,223,410	-27.2%
Wilson Road	Opened Sep 19, 2012	108,406	128,563	-15.7%	802,197	1,190,954	-32.6%
Katy Ranch	Opened Nov 26, 2012	169,949	161,033	5.5%	1,211,789	1,654,362	-26.8%
Sealy	Opened Mar 26, 2013	116,968	114,360	2.3%	886,396	1,061,517	-16.5%
Willis	Opened Apr 14, 2013	107,828	110,534	-2.4%	853,346	998,345	-14.5%
Huntsville	Opened Sep 13, 2013	134,951	150,849	-10.5%	1,052,395	1,090,783	-3.5%
Greenspoint	Opened Dec 18, 2013	-	87,114	-100.0%	446,827	807,523	-44.7%
I-10	Opened Feb 05, 2014	125,041	128,515	-2.7%	892,134	1,150,424	-22.5%
Crosby	Opened Sep 06, 2014	136,677	149,430	-8.5%	1,038,305	1,252,364	-17.1%
Lake Jackson	Opened Dec 15, 2014	95,347	109,045	-12.6%	727,351	892,669	-18.5%
Fry @ 529	Opened Mar 31, 2015	97,878	90,550	8.1%	737,228	860,837	-14.4%
Willowchase	Opened Jun 19, 2015	104,056	85,571	21.6%	776,602	883,221	-12.1%
Longmeadow	Opened Jul 05, 2015	150,683	159,226	-5.4%	1,121,863	1,488,055	-24.6%
Briargrove	Opened Jul 25, 2015	74,775	119,957	-37.7%	688,182	1,001,235	-31.3%
LaPorte	Opened Aug 22, 2015	133,050	130,882	1.7%	1,004,620	1,059,576	-5.2%
Pearland Plaza	Opened Sep 15, 2015	145,572	136,952	6.3%	1,027,977	1,187,845	-13.5%
Fairfield	Opened Dec 30, 2015	180,461	166,450	8.4%	1,395,336	1,626,997	-14.2%
Reading Rd	Opened Mar 07, 2016	108,494	101,161	7.2%	825,048	875,649	-5.8%
Greatwood	Opened Apr 09, 2016	104,629	105,721	-1.0%	736,466	921,317	-20.1%
Telfair	Opened Jul 23, 2016	101,231	93,984	7.7%	718,484	796,433	-9.8%
Alvin	Opened Nov 21, 2016	144,113	130,568	10.4%	976,877	1,165,692	-16.2%
Brenham	Opened Apr 23, 2017	96,877	104,959	-7.7%	717,736	930,671	-22.9%
<b>Total</b>		<b>7,223,305</b>	<b>7,480,550</b>	<b>-3.4%</b>	<b>53,615,143</b>	<b>67,857,118</b>	<b>-21.0%</b>



## Goodwill Industries of Houston

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

#### Year to Date October 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
Central	Briargrove	5279	12,836	12,569	2.12%	18,218	25,220	-27.76%	31,054	37,789	-17.82%	3.65	\$ 134.53	\$ 45,292.76
Central	Greatwood	5275	15,258	16,491	-7.48%	1,007	8,063		16,265	24,554	-33.76%	2.22	\$ 97.37	\$ 44,787.50
Central	Hwy 6	5234	11,013	14,030	-21.50%	14,314	-		25,327	14,030	80.52%	3.20	\$ 101.32	\$ 35,544.00
Central	Lakeshore	5250	22,736	19,600	16.00%	-	-		22,736	19,600	16.00%	3.64	\$ 135.84	\$ 23,514.40
Central	Longmeadow	5269	16,934	20,137	-15.91%	-	6,561	-100.00%	16,934	26,698	-36.57%	2.26	\$ 85.28	\$ 46,024.00
Central	Meyerland	5245	13,062	14,848	-12.03%	3,717	14,490	-74.35%	16,779	29,338	-42.81%	2.74	\$ 126.18	\$ 25,820.00
Central	Missouri City	5231	32,504	34,619	-6.11%	-	-		32,504	34,619	-6.11%	5.17	\$ 136.37	\$ 22,375.00
Central	Piney Point	5232	14,681	17,848	-17.74%	19,040	4,321	340.64%	33,721	22,169	52.11%	5.10	\$ 192.76	\$ 22,494.76
Central	Reading Road	5182	16,247	13,069	24.32%	8,786	23,843	-63.15%	25,033	36,912	-32.18%	3.15	\$ 107.18	\$ 45,489.50
Central	River Oaks	5237	31,532	36,252	-13.02%	10,773	11,034	-2.37%	42,305	47,286	-10.53%	5.19	\$ 304.35	\$ 29,666.01
Central	Telfair	5173	10,568	9,663	9.37%	2,598	11,436	-77.28%	13,166	21,099	-37.60%	1.77	\$ 93.05	\$ 45,750.00
Central	The Crossing	5253	10,789	10,547	2.29%	11,674	19,576	-40.37%	22,463	30,123	-25.43%	3.93	\$ 131.28	\$ 23,971.64
Central	WDA	5244	5,130	14,660	-65.01%	8,709	9,929	-12.29%	13,839	24,589	-43.72%	1.90	\$ 53.82	\$ 27,181.05
Central	West Oaks	5210	11,688	8,879	31.64%	11,972	-		23,660	8,879	166.47%	2.89	\$ 110.53	\$ 27,708.67
North	Atascocita	5216	35,887	31,046	15.59%	9,531	-		45,418	31,046	46.29%	5.71	\$ 131.42	\$ 27,483.96
North	Champions	5228	8,114	10,645	-23.78%	18,553	10,185	82.16%	26,667	20,830	28.02%	3.57	\$ 95.12	\$ 28,726.47
North	Conroe	5236	27,551	23,526	17.11%	13,290	-		40,841	23,526	73.60%	5.23	\$ 149.97	\$ 32,783.52
North	Crosby	5270	10,275	9,802	4.83%	11,537	-		21,812	9,802	122.53%	2.80	\$ 94.41	\$ 22,166.67
North	Humble	5187	7,194	7,675	-6.27%	7,574	9,650		14,768	17,325	-14.76%	2.18	\$ 111.25	\$ 18,071.35
North	Huntsville	5266	16,106	14,058	14.57%	16,349	18,945	-13.70%	32,455	33,003	-1.66%	4.41	\$ 140.47	\$ 26,344.54
North	I45 & 1960	5251	6,590	7,771	-15.20%	24,411	5,179		31,001	12,950	139.39%	3.79	\$ 71.46	\$ 27,150.33
North	Kuykendahl & Louetta	5247	19,189	19,501	-1.60%	2,138	9,579	-77.68%	21,327	29,080	-26.66%	2.99	\$ 141.48	\$ 26,626.05
North	Porter	5241	15,957	13,779	15.81%	22,305	15,448	44.39%	38,262	29,227	30.91%	3.48	\$ 119.05	\$ 41,598.53
North	Spring	5230	13,132	14,460	-9.18%	11,358	9,101	24.80%	24,490	23,561	3.94%	3.42	\$ 127.85	\$ 26,113.33
North	Uvalde	5255	6,782	5,153	31.61%	15,769	25,833	-38.96%	22,551	30,986	-27.22%	3.19	\$ 88.42	\$ 22,182.94
North	Willis	5264	14,795	17,311	-14.53%	4,650	446	942.60%	19,445	17,757	9.51%	2.70	\$ 121.33	\$ 24,462.43
North	Wilson Road	5259	17,307	15,434	12.14%	2,345	7,284	-67.81%	19,652	22,718	-13.50%	2.67	\$ 111.37	\$ 30,136.56
North	Woodlands	5238	30,959	32,120	-3.61%	-	-		30,959	32,120	-3.61%	4.19	\$ 144.62	\$ 24,260.17
South	Alvin	5172	15,894	16,967	-6.32%	9,735	22,155	-56.06%	25,629	39,122	-34.49%	3.38	\$ 127.05	\$ 37,540.00
South	Baytown	5239	22,990	24,691	-6.89%	10,736	11,839	-9.32%	33,726	36,530	-7.68%	4.62	\$ 159.73	\$ 23,703.57
South	Clear Lake	5261	32,414	30,590	5.96%	-	-		32,414	30,590	5.96%	4.56	\$ 156.61	\$ 25,595.75
South	Fairmont	5248	18,196	19,839	-8.28%	9,570	10,164	-5.84%	27,766	30,003	-7.46%	4.25	\$ 142.26	\$ 25,139.68



## Goodwill Industries of Houston

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

#### Year to Date October 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	Galveston	5220	15,464	16,314	-5.21%	6,589	-		22,053	16,314	35.18%	3.11	\$ 148.88	\$ -
South	I-10 East	5201	6,005	5,949	0.94%	12,747	20,142	-36.71%	18,752	26,091	-28.13%	2.15	\$ 101.61	\$ 28,419.01
South	La Porte	5271	10,770	10,838	-0.63%	918	21,757		11,688	32,595	-64.14%	2.02	\$ 127.19	\$ 32,721.00
South	Lake Jackson	5268	21,102	22,773	-7.34%	3,275	7,808	-58.06%	24,377	30,581	-20.29%	3.06	\$ 132.41	\$ 31,329.00
South	League City	5254	11,681	11,074	5.48%	3,064	16,043	-80.90%	14,745	27,117	-45.62%	2.25	\$ 120.33	\$ 15,568.00
South	Nasa	5211	14,432	13,843	4.25%	16,168	11,844	36.51%	30,600	25,687	19.13%	3.87	\$ 146.70	\$ 25,752.55
South	Pasadena	5256	6,910	7,973	-13.33%	10,576	-		17,486	7,973	119.32%	2.55	\$ 103.81	\$ 20,628.04
South	Pearland Plaza	5277	24,705	23,938	3.20%	-	-		24,705	23,938	3.20%	2.89	\$ 119.41	\$ 30,009.64
South	Sabo	5243	6,686	13,376	-50.01%	-	9,210	-100.00%	6,686	22,586	-70.40%	0.81	\$ 44.48	\$ 24,160.83
South	Victory Lakes	5249	26,757	20,672	29.44%	9,434	6,136	53.75%	36,191	26,808	35.00%	5.26	\$ 208.10	\$ 24,243.42
West	290	5200	10,525	9,304	13.12%	1,480	25,112	-94.11%	12,005	34,416	-65.12%	2.33	\$ 118.71	\$ 31,620.67
West	529	5233	21,081	23,911	-11.84%	-	5,416	-100.00%	21,081	29,327	-28.12%	2.77	\$ 133.97	\$ 35,281.05
West	Brenham	5174	9,541	10,877	-12.28%	15,688	-		25,229	10,877	131.95%	3.05	\$ 98.43	\$ 38,763.00
West	Fairfield	5274	26,163	22,808	14.71%	9,617	-		35,780	22,808	56.87%	4.08	\$ 176.04	\$ 44,910.00
West	Fry & 529	5272	11,287	10,603	6.45%	1,910	8,620	-77.84%	13,197	19,223	-31.35%	2.06	\$ 92.23	\$ 43,040.00
West	Fry & Saums	5252	12,875	13,382	-3.79%	12,811	12,884	-0.57%	25,686	26,266	-2.21%	3.51	\$ 111.52	\$ 23,095.45
West	Grant & Louetta	5260	17,411	24,705	-29.52%	-	2,731		17,411	27,436	-36.54%	2.58	\$ 128.71	\$ 32,133.15
West	Heights	5257	29,008	29,518	-1.73%	-	-		29,008	29,518	-1.73%	3.98	\$ 168.99	\$ 33,110.03
West	Jones	5219	12,034	14,780	-18.58%	-	24,245	-100.00%	12,034	39,025	-69.16%	1.65	\$ 74.36	\$ 27,963.00
West	Katy	5229	19,257	20,698	-6.96%	-	-		19,257	20,698	-6.96%	2.52	\$ 116.70	\$ 28,251.26
West	Katy Ranch	5262	21,840	21,849	-0.04%	1,362	10,981	-87.60%	23,202	32,830	-29.33%	3.15	\$ 156.85	\$ 32,007.91
West	Sealy	5265	8,071	9,281	-13.04%	-	17,798	-100.00%	8,071	27,079	-70.19%	1.49	\$ 123.29	\$ 16,244.08
West	Tomball	5263	16,882	14,483	16.56%	4,446	6,641		21,328	21,124	0.97%	2.47	\$ 112.07	\$ 20,621.07
West	Town and Country	5209	26,319	29,597	-11.08%	-	-		26,319	29,597	-11.08%	5.68	\$ 209.46	\$ 19,500.00
West	West Rd	5246	13,300	13,816	-3.73%	11,072	-		24,372	13,816	76.40%	3.14	\$ 100.48	\$ 20,000.62
West	Willowchase	5276	10,053	8,213	22.40%	2,172	11,625	-81.32%	12,225	19,838	-38.38%	2.05	\$ 102.15	\$ 42,126.13



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

	November 2019	December 2019	January 2020	February 2020	March 2020	April 2020	May 2020	June 2020	July 2020	August 2020	September 2020	October 2020	YTD
<b>REVENUES</b>													
Store Sales	\$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	\$6,394,986	\$6,864,542	\$7,749,108	\$72,527,518
Salvage Sales	392,041	450,706	477,972	423,258	274,334	26,798	199,277	302,804	418,840	374,963	311,173	361,229	4,013,395
Workforce and Grants	120,427	64,284	117,501	99,149	91,380	89,667	76,940	77,513	138,508	97,008	105,019	81,528	1,158,924
Temporary Services	188,385	149,009	183,022	151,384	88,910	11,212	64,145	56,426	100,364	137,244	140,411	173,264	1,443,776
Fundraising Events	7,263	17,355	5,000	45,050	64,260	3,500	2,940	(3,125)	5,000	1,500			148,743
Investment and Other	3,203	(1,109)	2,248	2,501	2,389	1,683	878	872	785	347	47,410	53,703	114,910
<b>TOTAL OPERATING REVENUE</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>7,006,048</b>	<b>7,468,555</b>	<b>8,418,832</b>	<b>79,407,266</b>
<b>EXPENSES</b>													
Salaries and Wages	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	2,498,447	2,764,753	32,946,704
Wages - GTS Temps	111,924	84,779	105,455	86,818	50,610	5,199	36,034	31,897	59,607	81,855	85,168	100,606	839,952
Payroll Taxes	251,898	258,598	259,154	238,574	233,109	139,619	148,843	172,403	178,355	180,051	186,166	203,393	2,450,163
Workers Compensation	79,263	173,689	51,887	42,762	41,756	(226,560)	6,785	30,235	32,004	31,815	85,784	90,802	440,222
Pension and Retirement	15,920	51,197	28,339	23,335	21,636	13,062	13,457	15,709	16,500	16,265	16,719	38,063	270,202
Unemployment	25,805	(89,968)	27,254	26,164	25,552	15,225	15,953	18,499	200,000	100,000	200,000	150,000	714,484
Employee Insurance	229,896	160,417	230,263	216,660	238,872	223,908	238,407	227,236	242,447	246,989	231,771	253,275	2,740,141
Other Human Services Expense	376	2,038	3,121	3,851	769	1,152	174	(29)	322		71	1,741	13,586
Occupancy - Rent/Maint/Repairs/Security	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	2,234,162	2,244,243	26,867,319
Utilities	185,101	134,421	121,625	140,128	131,712	123,910	119,700	168,085	174,515	170,074	211,510	187,455	1,868,236
Insurance - General Liability	132,023	142,981	152,421	152,284	162,314	153,476	150,748	152,284	159,764	152,865	153,394	132,259	1,796,813
Telecom and Network	57,831	52,165	55,162	58,521	52,284	54,188	51,397	49,189	48,997	48,335	48,489	47,427	623,985
Legal/Audit/Other Professional Fees	159,800	148,238	133,953	128,109	96,501	54,123	78,336	75,736	71,750	50,710	61,784	97,900	1,156,940
Supplies	156,755	226,474	160,882	249,910	146,073	54,252	156,057	190,006	125,319	211,493	224,010	153,889	2,055,120
Client Supportive Services	25,660	11,558	13,301	3,019	14,989	13,596	7,723	18,042	39,125	5,110	13,064	5,150	170,337
Vehicle Expense	59,955	398,053	336,465	350,829	313,785	151,287	196,942	300,704	332,491	311,385	490,621	381,159	3,623,676
Conferences/Training/Travel	53,104	45,831	35,509	40,424	17,519	2,336	18,469	14,628	4,001	4,368	4,987	8,852	250,028
Equipment and Software Rent/Maintenance	150,493	162,644	166,448	156,156	149,720	109,830	109,146	131,409	142,271	172,574	155,791	164,262	1,770,744
Trash Removal	90,734	87,051	108,753	103,630	75,883	53,004	33,826	93,122	105,336	110,812	118,213	97,390	1,077,754
Gil Dues and Other Dues/Memberships	26,924	18,809	19,767	18,015	17,548	17,408	18,719	17,294	20,946	17,340	16,956	19,404	229,130
Postage and Shipping	43,838	38,267	40,687	44,289	29,327	635	41,758	27,736	24,349	19,596	11,093	22,041	343,616
Interest							909						909
Bank Charges/Delivery	48,751	43,366	40,618	41,680	43,950	13,726	12,572	19,730	42,706	40,731	40,389	41,859	430,078
Credit Card/Check Fees	114,564	(35,871)	100,204	98,766	103,311	68,666	2,841	59,940	83,477	95,128	83,994	113,009	888,029
Advertising/Printing/Subscriptions	53,688	126,159	41,315	62,239	58,542	11,047	45,466	24,562	57,476	60,525	66,940	61,563	669,522
Fundraising Events	(8,477)	1,387	2,395	2,179									(2,516)
Other	1,713	36,145	2,159	1,748	2,184	833	993	1,343	35,617	9,209	5,965	4,356	102,265
<b>TOTAL OPERATING EXPENSE</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>6,790,535</b>	<b>7,245,488</b>	<b>7,384,851</b>	<b>84,337,439</b>
<b>Excess Revenue/(Expense) Before Contributions and Depreciation</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>223,067</b>	<b>1,033,981</b>	<b>(4,930,173)</b>





## Goodwill Houston Metrics

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

	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2019	10 months 2019	10 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	74,442,693	57,755,295	85.0%	●
as a % of total revenues	83.3%	86.3%	87.3%	88.0%	88.7%	89.8%	89.5%	91.3%		
Number of Stores	51	60	62	63	62	60	62	56		
<b>Total Revenues</b>	71,716,821	77,404,801	83,219,512	80,531,872	91,145,677	99,411,404	83,150,826	63,243,480		
<b>Salaries and Wages</b>	26,505,777	30,678,146	33,845,919	32,407,328	37,620,210	39,061,711	31,694,738	26,805,566	38.0%	●
as a % of total revenues	37.0%	39.6%	40.7%	40.2%	41.3%	39.3%	38.1%	42.4%		
<b>Employee Insurance</b>	2,463,476	3,658,517	3,511,610	2,612,684	2,683,844	2,789,508	2,318,915	2,349,829	4.0%	●
as a % of total revenues	3.4%	4.7%	4.2%	3.2%	2.9%	2.8%	2.8%	3.7%		
Health Ins. enrollees on the last day of the year/month	325	474	472	339	364	325	322	398		
<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	22,798,885	22,391,043	30.0%	●
as a % of total revenues	24.7%	28.3%	29.9%	32.9%	29.5%	27.5%	27.4%	35.4%		
<b>Rents</b>	12,677,788	15,550,489	17,924,313	18,561,494	18,644,249	18,540,860	15,489,425	15,137,385		
<b>Cams</b>	4,195,357	5,318,779	5,727,617	6,411,015	6,820,514	7,102,507	5,951,300	6,058,633		
<b>Total Operating Expenses</b>	65,540,535	74,965,537	82,459,807	80,181,542	86,295,085	88,841,399	73,018,483	68,730,813	96.0%	●
as a % of total revenues	91.4%	96.8%	99.1%	99.6%	94.7%	89.4%	87.8%	108.7%		
<b>Net Income before Depreciation and Contributions</b>	6,176,286	2,439,264	759,705	350,330	4,850,592	10,570,005	10,132,343	( 5,487,333 )	4.0%	●
as a % of total revenues	8.6%	3.2%	0.9%	0.4%	5.3%	10.6%	12.2%	-8.7%		
<b>Donated Goods Expenses/Revenues</b>	72.0%	76.0%	79.0%	82.4%	83.4%	78.0%	76.2%	94.8%	76-79%	●
<b>Mission Support</b>	1,654,982	1,712,858	1,553,753	944,455	1,553,176	1,751,432	1,458,051	1,258,493	1,000,000	●
Donations	1,402,453	1,541,970	1,741,263	1,773,477	1,727,072	1,954,530	1,560,197	1,382,821		●
Donations per square foot	3.41	3.25	3.19	3.15	3.18	3.62	3.35	3.27	4.00	●
<b>Sales per square foot</b>	138.65	138.64	129.50	121.20	142.63	160.86	157.34	135.06	130.00	●
<b>Same Store Sales - Increase (Decrease)</b>	5.1%	2.6%	-2.2%	-6.2%	16.1%	10.8%	10.6%	-21.0%	3.0%	●