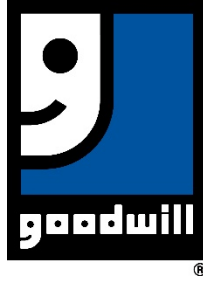




**GOODWILL INDUSTRIES
OF HOUSTON**

**BOARD FINANCIAL PACKET FOR
THE MONTH OF APRIL 2021**

May 10, 2021



GOODWILL INDUSTRIES OF HOUSTON P&L Analysis for April 2021

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

From: Bob Woods
Vice President & Chief Financial Officer

Date: May 10, 2021

Re: P&L Analysis – April 2021

Following record financial performance in March, GWH posted another solid month in April. Here are a few key points relative to the April reporting period.

1. GWH reported Operating Revenue of \$9,257,776 with stores only open 29 days due to the Easter holiday.
2. Excess Revenues of \$1,705,716 significantly exceeded our monthly budget.
3. During the month, GWH transferred \$1.5M of excess cash to the Foundation.

4. Key Monthly Ratios

	Actual	Target
a. DGR E/R:	72.2%	80.9%
b. DGR Wages as % of Revenue	29.3%	34.0%
c. Donations per SF	4.25	3.62
d. Sales per SF	\$205	\$185

Balance Sheet

The Combined Balance Sheet for GWH remains very strong as liquidity, demonstrated by the current ratio, was 6.1 times as of April 30, 2021 compared to 3.6 times at April 30, 2020. The Total Liabilities/Net Assets ratio yielded a conservative result of 16.1% at April 30, 2021 compared to 26.5% at April 30, 2020.

The Foundation held \$41.5 million in current assets, including \$21.9 million in cash & cash equivalents and \$19.6 million in short-term investments. In compliance with the GWH investment policy, the short-term investment balance at UBS was split between equities (52.4%), fixed income (37.5%) and a global allocation fund (10.1%).

The balance sheet without the Foundation assets reflected a current ratio of 1.8 times and Total Liabilities/Net assets ratio of 50.7% at April 30, 2021 compared to 1.5 times and 60.7%, respectively at April 30, 2020. At month-end, GWH reported \$0 outstanding on its line of credit with Texas Capital Bank.

INCOME STATEMENT

Revenues:

For April 2021, GWH reported Total Revenues of \$9,257,776 compared to \$136,686 for the same period last year (which included store closures due to COVID). Total Revenues for April 2021 were \$989,885 over budget.

Store Sales: Store Sales for April 2021 were \$8,457,456 for the month and exceeded budget by \$813,341. GWH achieved these results despite the closure of two stores (Fry @ Saums and Lakeshore) during the month. Many retailers (including other Goodwill affiliates) report strong sales this month. The stimulus and tax refund checks are likely providing some of this growth in addition to the reopening of the economy.

Salvage Sales: GWH reported Salvage Sales of \$464,120 which exceeded budget by \$152,188. With improved pricing and multiple supplier options, we believe Salvage Sales will continue to outperform budget in the near term.

Expenses:

Total Operating Expenses of \$7,552,060 were \$257,111 under budget in April 2021 due to variances in Salaries and Wages, Occupancy and Professional Fees.

Salaries and Wages: For the month, Salaries and Wages were under budget by \$134,870. During April, our recruiting team added 44 net hires (199 hires and 156 terminations). Also, the majority of employees at the closed stores will transfer to other GWH locations. Given the hiring struggles that many retailers are currently experiencing, we are pleased with the results of the team for the period.

Over the next few months, we will transition recruiting from H/R to Workforce Development. Bob Dugas will be announcing a new hire soon with the title of Director of Talent. This position will be responsible for recruiting as well as learning & development.

Occupancy: Occupancy costs for April ran \$69,891 under budget for the period. After labor, rent is our next largest expense. The majority of the difference relates to a reduction in our accrual for common area maintenance (“CAM”).

Professional Fees: For the month, legal and professional fees trailed the budget by \$86,518. This follows a trend for the entire year. Our I/T team historically utilizes third party contractors to complete projects. The department has successfully insourced a number of duties to control costs.

Looking Forward:

We expect to outperform the May budget based on the early sales figures. In addition, GWH projects a \$1.5M transfer of excess cash to the Foundation by May 31st.

Goodwill Industries - Unrestricted
Net Assets Before Contributions
For Month and Four Months Ended April 30, 2021

	MONTH ACTUAL	MONTH BUDGET	Month Bud. % Rev	MONTH VARIANCE	PRIOR MO. ACTUAL	YTD ACTUAL	YTD BUDGET	YTD Bud. % Rev	YTD VARIANCE	PRIOR YTD ACTUAL
REVENUES										
Store Sales	\$8,457,456	\$7,644,025	33.99%	\$813,431	(\$1,174)	\$31,750,177	\$31,681,392		\$68,785	\$19,869,527
Salvage Sales	464,120	311,932	1.58%	152,188	26,798	1,766,156	1,280,076		486,080	1,202,362
Workforce and Grants	69,822	125,139	2.63%	(55,317)	89,667	292,953	516,763		223,810	397,697
Temporary Services	242,717	186,795	0.81%	55,922	11,212	878,196	747,180		131,016	434,528
Fundraising Events	22,620		0.24%	22,620	3,500	46,130			46,130	117,810
Interest and Other	1,041	1,041	0.00%	1,041	1,683	5,061			5,061	8,821
TOTAL OPERATING REVENUE	9,257,776	8,267,891		989,885	131,686	34,738,673	34,225,411		513,262	22,030,745
EXPENSES										
Salaries and Wages	3,146,999	3,281,869	39.69%	(134,870)	1,915,861	12,256,765	13,296,115	38.85%	(1,039,350)	11,651,172
Wages - GTS Temps	146,194	122,617	1.48%	23,577	5,199	558,842	490,468	1.43%	68,374	248,082
Payroll Taxes	243,319	248,077	2.63%	(4,758)	139,619	928,163	1,004,620	2.94%	(76,457)	870,456
Workers Compensation	74,953	77,482	0.94%	(2,529)	(226,560)	282,164	313,772	0.81%	(31,608)	(90,154)
Pension and Retirement	22,436	23,257	0.24%	(821)	13,064	83,064	94,227	0.28%	(11,163)	86,372
Unemployment	27,154	28,070	0.34%	(916)	15,225	100,411	113,673	0.33%	(13,262)	94,195
Employee Insurance	243,936	245,678	2.97%	(1,742)	223,908	1,001,220	995,359	2.88%	5,861	909,704
Other Human Services Expense	401	1,300	0.02%	(899)	1,152	3,116	22,600	0.07%	(19,484)	8,893
Occupancy - Rent/Maint/Repairs/Security	2,117,127	2,187,018	22.87%	(69,891)	2,154,623	8,815,624	8,893,040	25.98%	(77,416)	8,945,291
Utilities	135,757	170,186	1.47%	(34,429)	123,910	646,237	672,342	1.86%	(26,105)	517,376
Insurance - General Liability	164,390	155,000	1.78%	9,390	153,476	661,301	620,000	1.90%	41,301	620,495
Telecom and Network	48,166	48,504	0.52%	(338)	54,188	200,566	196,853	0.58%	3,713	220,155
Legal/Audit/Other Professional Fees	68,594	155,112	0.74%	(86,518)	54,123	432,252	620,882	1.24%	(188,630)	412,686
Supplies	159,093	163,806	1.72%	(4,713)	54,252	607,403	675,472	1.75%	(68,069)	611,117
Client Supportive Services	383,406	48,883	0.15%	(35,372)	13,596	32,526	230,232	0.09%	(197,706)	44,906
Vehicle Expense	13,511	313,372	4.14%	70,034	151,287	1,413,211	1,253,488	4.07%	159,723	1,152,365
Conferences/Training/Travel	12,680	22,907	0.14%	(10,227)	2,336	54,294	100,628	0.16%	(46,334)	95,789
Equipment and Software Rent/Maintenance	164,481	172,306	1.78%	(7,825)	109,830	629,731	695,701	2.03%	(65,970)	582,154
Trash Removal	115,090	94,138	1.24%	20,952	53,004	442,870	383,762	1.27%	59,108	341,271
Gil Dues and Other Dues/Memberships	19,873	18,400	0.21%	1,473	17,408	78,891	73,600	0.23%	5,291	72,738
Postage and Shipping	17,559	35,530	0.19%	(17,971)	635	77,360	145,151	0.22%	(67,791)	114,938
Interest										
Bank Charges/Courier	43,777	38,717	0.47%	5,060	13,726	177,836	157,318	0.51%	20,518	139,975
Credit Card/Check Fees	113,196	100,683	1.22%	12,513	68,666	424,291	417,241	1.22%	7,050	370,946
Advertising/Printing/Subscriptions	52,020	54,009	0.56%	(1,989)	11,047	225,193	221,760	0.65%	3,433	173,143
Fundraising Events	17,543		0.19%	17,543	17,543	17,543		0.05%	17,543	4,574
Other	405	2,250	0.00%	(1,845)	833	3,003	9,000	0.01%	(5,997)	6,924
TOTAL OPERATING EXPENSE	7,552,060	7,809,171	81.58%	(257,111)	5,124,406	30,153,877	31,697,304	92.61%	(1,543,427)	28,205,563
EXCESS REVENUES (EXPENSES)	1,705,716	458,720	18.42%	1,246,996	(4,992,720)	4,584,796	2,528,107	7.39%	2,056,689	(6,174,818)
Depreciation	140,082	145,600	1.51%	(5,518)	147,999	560,086	582,400	1.70%	(22,314)	592,319
CHANGE IN NET ASSETS BEFORE CONTRIBUTIONS	1,565,634	313,120	16.91%	1,252,514	(5,140,719)	4,024,710	1,945,707	5.68%	2,079,003	(6,767,137)
Number of Employees (including GTS)	1,760									
Inventory - Contributed Goods Adjustment - March 2021										158,850

Goodwill Industries - Unrestricted
Net Assets Before Contributions
For Month and Four Months Ended April 30, 2021

	MONTH	Month Act.	MONTH	Month Bud.	MONTH	PRIOR YR	YTD	YTD Act.	YTD	YTD Bud.	YTD	PRIOR YR
	ACTUAL	% Rev	BUDGET	% Rev	VARIANCE	MO. ACTUAL	ACTUAL	% Rev	BUDGET	% Rev	VARIANCE	YTD ACTUAL
REVENUES												
Store Sales	\$8,457,456		\$7,644,025		\$813,431	(\$1,174)	\$31,750,177		\$31,681,1392		\$68,785	\$19,869,527
Salvage Sales	464,120		311,932		152,188	26,798	1,766,156		1,280,076		486,080	1,202,362
Workforce and Grants	69,822		125,139		(55,317)	89,667	292,953		516,763		(223,810)	397,697
Temporary Services	242,717		186,795		55,922	11,212	878,196		747,180		131,016	434,528
Fundraising Events	22,620		22,620		0	3,500	46,130		46,130		0	117,810
Interest and Other	1,041		1,041		0	1,683	5,061		5,061		0	8,821
TOTAL OPERATING REVENUE	9,257,776		8,267,891		989,885	131,686	34,738,673		34,225,411		513,262	22,030,745
EXPENSES												
Salaries and Wages	3,146,999	33.99%	3,281,869	39.69%	(134,870)	1,915,861	12,256,765	35.28%	13,296,115	38.85%	(1,039,350)	11,651,172
Wages - GTS Temps	146,194	1.58%	122,617	1.48%	23,577	5,199	558,842	1.61%	490,468	1.43%	68,374	248,082
Payroll Taxes	243,319	2.63%	248,077	3.00%	(4,758)	139,619	928,163	2.67%	1,004,620	2.94%	(76,457)	870,456
Workers Compensation	74,953	0.81%	77,482	0.94%	(2,529)	(26,560)	282,164	0.81%	313,772	0.92%	(31,608)	(90,154)
Pension and Retirement	22,436	0.24%	23,257	0.28%	(821)	13,062	83,064	0.24%	94,227	0.28%	(11,163)	86,372
Unemployment	27,154	0.29%	28,070	0.34%	(916)	15,225	100,411	0.29%	113,673	0.33%	(13,262)	94,195
Employee Insurance	243,936	2.63%	245,678	2.97%	(1,742)	223,908	1,001,220	2.88%	995,359	2.91%	5,861	909,704
Other Human Services Expense	401	0.00%	1,300	0.02%	(899)	1,152	3,116	0.01%	22,600	0.07%	(19,484)	8,893
Occupancy - Rent/Maint/Repairs/Security	2,117,127	22.87%	2,187,018	26.45%	(69,891)	2,154,623	8,815,624	25.38%	8,893,040	25.98%	(77,416)	8,945,291
Utilities	135,757	1.47%	170,186	2.06%	(34,429)	123,910	646,237	1.86%	672,342	1.96%	(26,105)	517,376
Insurance - General Liability	164,390	1.78%	155,000	1.87%	9,390	153,476	661,301	1.90%	620,000	1.81%	41,301	620,495
Telecom and Network	48,166	0.52%	48,504	0.59%	(338)	54,188	200,566	0.58%	196,853	0.58%	3,713	220,155
Legal/Audit/Other Professional Fees	68,594	0.74%	68,594	0.83%	0	54,123	432,252	1.24%	432,252	1.24%	0	412,686
Supplies	159,093	1.72%	163,806	1.98%	(4,713)	54,252	607,403	1.75%	675,472	1.97%	(68,069)	611,117
Client Supportive Services	13,511	0.15%	48,883	0.59%	(35,372)	13,596	32,526	0.09%	230,232	0.67%	(197,706)	44,906
Vehicle Expense	383,406	4.14%	313,372	3.79%	70,034	151,287	1,413,211	4.07%	1,253,488	3.66%	159,723	1,152,365
Conferences/Training/Travel	12,680	0.14%	22,907	0.28%	(10,227)	2,336	54,294	0.16%	100,628	0.29%	(46,334)	95,789
Equipment and Software Rent/Maintenance	164,481	1.78%	172,306	2.08%	(7,825)	109,830	629,731	1.81%	695,701	2.03%	(65,970)	582,154
Trash Removal	115,090	1.24%	94,138	1.14%	20,952	53,004	442,870	1.27%	383,762	1.12%	59,108	341,271
Gift Dues and Other Dues/Memberships	19,873	0.21%	18,400	0.22%	1,473	17,408	78,891	0.23%	73,600	0.22%	5,291	72,738
Postage and Shipping	17,559	0.19%	35,530	0.43%	(17,971)	635	77,360	0.22%	145,151	0.42%	(67,791)	114,938
Interest												
Bank Charges/Courier	43,777	0.47%	38,717	0.47%	5,060	13,726	177,836	0.51%	157,318	0.46%	20,518	139,975
Credit Card/Check Fees	113,196	1.22%	100,683	1.22%	12,513	68,666	424,291	1.22%	417,241	1.22%	7,050	370,946
Advertising/Printing/Subscriptions	52,020	0.56%	54,009	0.65%	(1,989)	11,047	225,193	0.65%	221,760	0.65%	3,433	173,143
Fundraising Events	17,543	0.19%	17,543	0.21%	0	17,543	17,543	0.05%	17,543	0.05%	0	4,574
Other	405	0.00%	2,250	0.03%	(1,845)	833	3,003	0.01%	9,000	0.03%	(5,997)	6,924
TOTAL OPERATING EXPENSE	7,552,060	81.58%	7,809,171	94.45%	(257,111)	5,124,406	30,153,877	86.80%	31,697,304	92.61%	(1,543,427)	28,205,563
EXCESS REVENUES (EXPENSES)	1,705,716	18.42%	458,720	5.55%	1,246,996	(4,992,720)	4,584,796	13.20%	2,528,107	7.39%	2,056,689	(6,174,818)
Depreciation	140,082	1.51%	145,600	1.76%	(5,518)	147,999	560,086	1.61%	582,400	1.70%	(22,314)	592,319
CHANGE IN NET ASSETS BEFORE CONTRIBUTIONS	1,565,634	16.91%	313,120	3.79%	1,252,514	(5,140,719)	4,024,710	11.59%	1,945,707	5.68%	2,079,003	(6,767,137)
Mission	(163,525)					(127,062)	(536,781)					(559,292)
Contributions	(1,478,060)					4,531,050	(2,900,769)					4,680,961
Net Income Plus Contributions and Mission	(75,951)		313,120		(736,731)		587,160		1,945,707		(2,645,468)	

**GOODWILL INDUSTRIES OF HOUSTON
and THE GOODWILL FOUNDATION
COMBINED INCOME STATEMENT
For Month and Four Months Ended April 30, 2021**

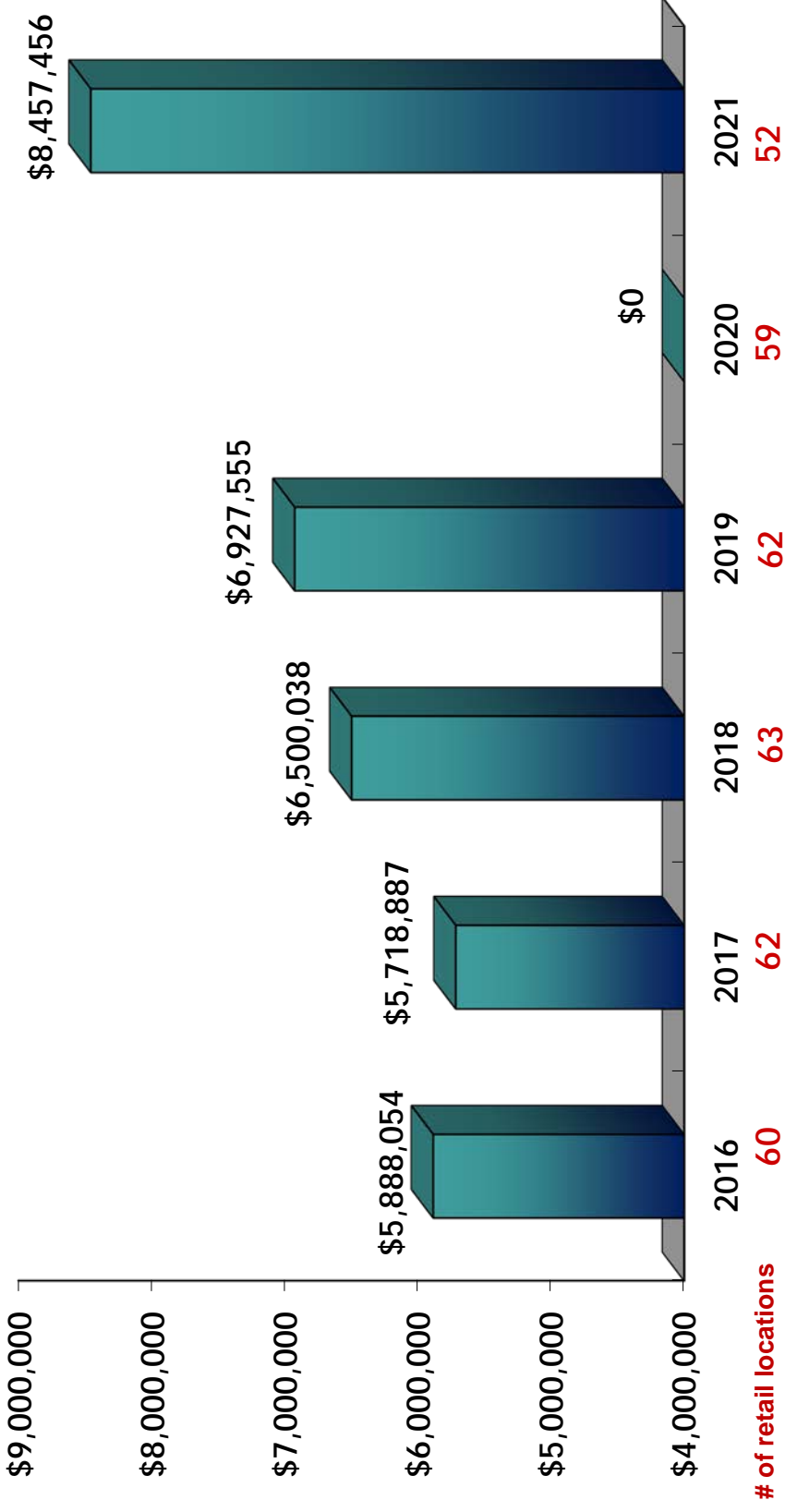
	Month			Ytd				
	Unrestricted	Foundation	Elimination	Goodwill & Foundation Combined	Unrestricted	Foundation	Elimination	Goodwill & Foundation Combined
REVENUES								
Store Sales	\$8,457,456			8,457,456	\$31,750,177			31,750,177
Salvage Sales	464,120			464,120	1,766,156			1,766,156
Workforce and Grants	69,822			69,822	292,953			292,953
Temporary Services	242,717			242,717	878,196			878,196
Fundraising Events	22,620			22,620	46,130			46,130
Contributions - Unrestricted		2,168		2,168		171,033		171,033
Contributions - Temporarily Restricted	21,940			21,940	99,231			99,231
Contributions from the Foundation								
Contributions - Capital Campaign		1,500,000	(1,500,000)			3,000,000	(3,000,000)	
Contributions from Unrestricted	1,041	550,186		551,227	5,061	911,855		916,916
Interest and Other								
TOTAL OPERATING REVENUE	9,279,716	2,052,354	(1,500,000)	9,832,070	34,837,904	4,082,888	(3,000,000)	35,920,792
EXPENSES								
Salaries and Wages	3,146,999			3,146,999	12,256,765			12,256,765
Wages - GTS Temps	146,194			146,194	558,842			558,842
Payroll Taxes	243,319			243,319	928,163			928,163
Workers Compensation	74,953			74,953	282,164			282,164
Pension and Retirement	22,436			22,436	83,064			83,064
Unemployment	27,154			27,154	100,411			100,411
Employee Insurance	243,936			243,936	1,001,220			1,001,220
Other Human Services Expense	401			401	3,116			3,116
Occupancy - Rent/Maint/Repairs/Security	2,117,127			2,117,127	8,815,624			8,815,624
Utilities	135,757			135,757	646,237			646,237
Insurance - General Liability	164,390			164,390	661,301			661,301
Telecom and Network	48,166			48,166	200,566			200,566
Legal/Audit/Other Professional Fees	68,594	18,992		87,586	432,252	35,372		467,624
Supplies	159,093			159,093	607,403			607,403
Client Supportive Services	13,511			13,511	32,526			32,526
Vehicle Expense	383,406			383,406	1,413,211			1,413,211
Conferences/Training/Travel	12,680			12,680	54,294			54,294
Equipment and Software Rent/Maintenance	164,481			164,481	629,731			629,731
Trash Removal	115,090			115,090	442,870			442,870
Oil Dues and Other Dues/Memberships	19,873			19,873	78,891			78,891
Postage and Shipping	17,559			17,559	77,360			77,360
Interest								
Bank Charges/Courier	43,777			43,777	177,836			177,836
Credit Card/Check Fees	113,196			113,196	424,291			424,291
Advertising/Printing/Subscriptions	52,020			52,020	225,193			225,193
Fundraising Events	17,543			17,543	17,543			17,543
Contributions to Goodwill Unrestricted								
Contributions to the Foundation	1,500,000		(1,500,000)	405	3,000,000		(3,000,000)	3,003
Other	405			405	3,003			3,003
TOTAL OPERATING EXPENSE	9,052,060	18,992	(1,500,000)	7,571,052	33,153,877	35,372	(3,000,000)	30,189,249
EXCESS REVENUES (EXPENSES)	227,656	2,033,363		2,261,019	1,684,027	4,047,516		5,731,543
Depreciation	140,082			140,082	560,086			560,086
CHANGE IN NET ASSETS	87,574	2,033,363		2,120,937	1,123,941	4,047,516		5,171,457
E/R				77.00%				84.04%

**GOODWILL INDUSTRIES OF HOUSTON
and THE GOODWILL FOUNDATION**
BALANCE SHEET
As of April 30, 2021

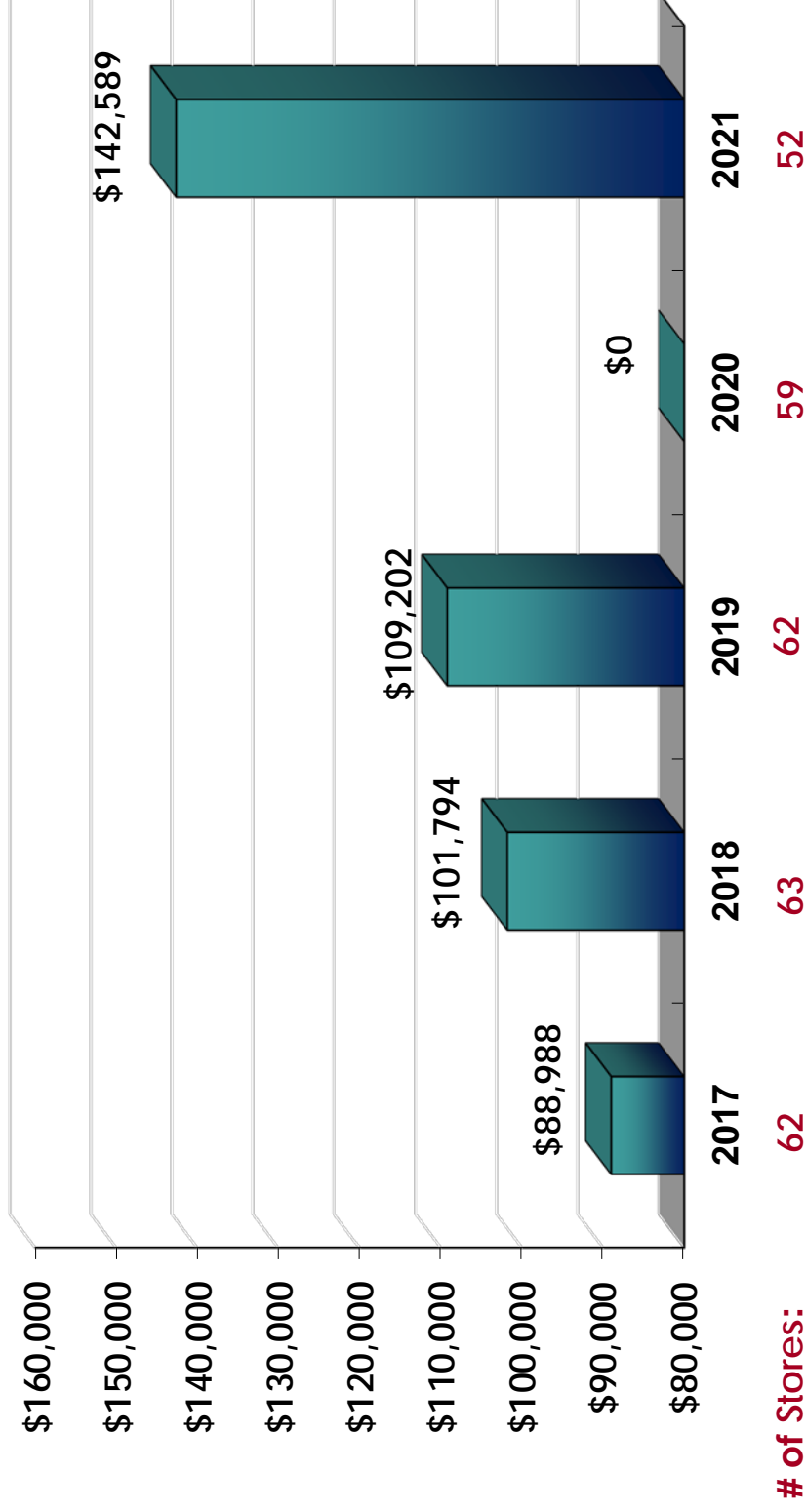
	Goodwill Unrestricted	Foundation	Goodwill Unrestricted Foundation Combined
ASSETS			
<i>CURRENT ASSETS:</i>			
Cash and Cash Equivalents	\$4,834,553	\$21,934,028	\$26,768,581
Short-Term Investments		19,600,738	19,600,738
Accounts Receivable	1,503,963		1,503,963
Pledges Receivable			
Inventory	9,064,827		9,064,827
Prepays / Deposits	2,485,719		2,485,719
Due (To)/From - Interfund			
TOTAL CURRENT ASSETS	17,889,062	41,534,766	59,423,828
<i>LONG-TERM ASSETS:</i>			
Long-Term Investments	11,252,068		11,252,068
Property and Equipment - net			
TOTAL LONG-TERM ASSETS	11,252,068		11,252,068
TOTAL ASSETS	29,141,130	41,534,766	70,675,896
LIABILITIES & NET ASSETS			
<i>CURRENT LIABILITIES:</i>			
Accounts Payable	1,150,335		1,150,335
Accrued Expenses	8,597,125		8,597,125
Deferred Income	62,411		62,411
Line of Credit			
TOTAL CURRENT LIABILITIES	9,809,871		9,809,871
<i>LONG-TERM LIABILITIES:</i>			
Notes Payable			
TOTAL LIABILITIES	9,809,871		9,809,871
NET ASSETS			
Unrestricted	19,331,259	41,264,906	60,596,165
Permanently Restricted		269,860	269,860
	19,331,259	41,534,766	60,866,025
TOTAL LIABILITIES & NET ASSETS	29,141,130	41,534,766	70,675,896

GOODWILL STORE SALES

Month of April 2016 to 2021

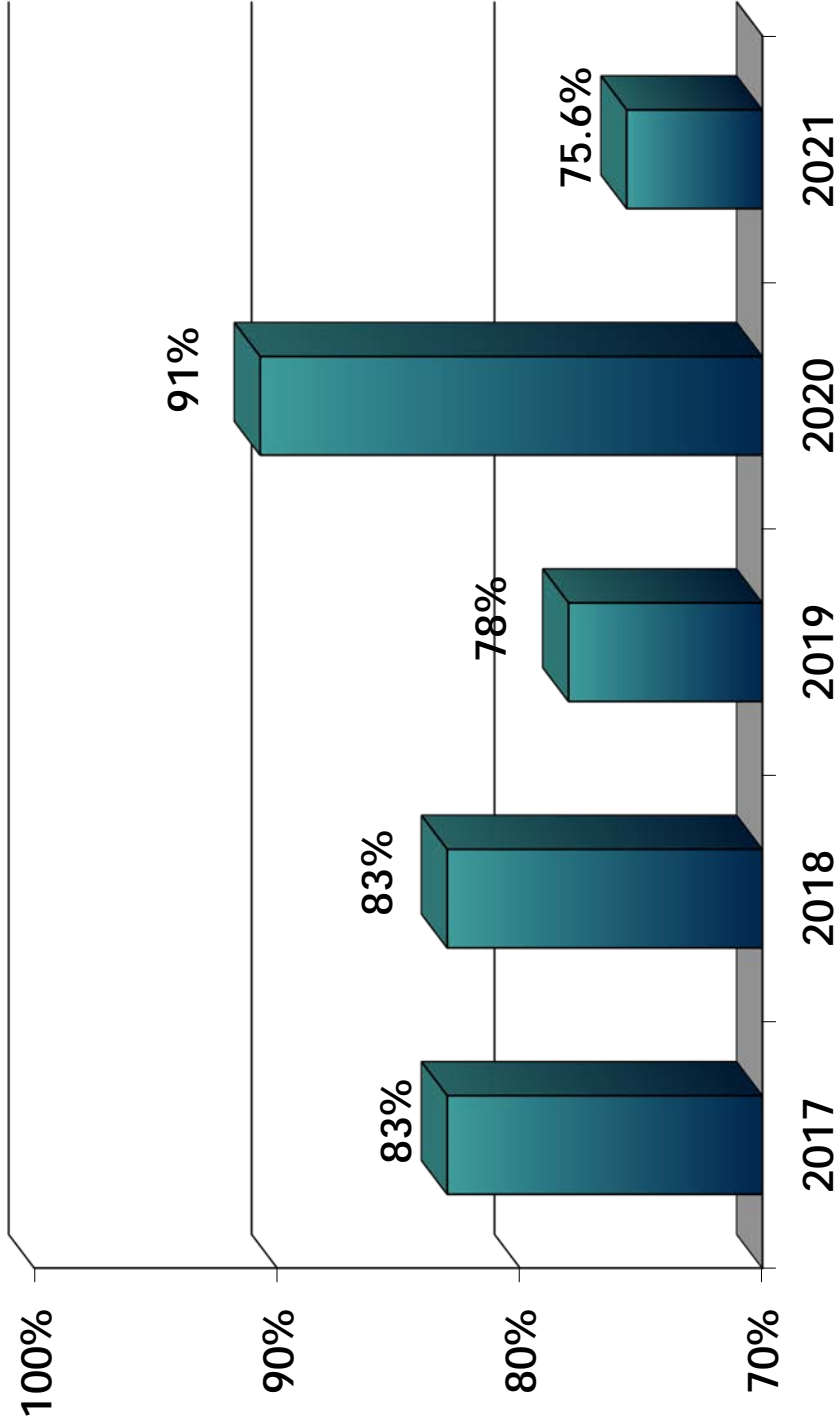


MONTHLY AVERAGE SALES PER STORE For the Month of - April All Stores



DONATED GOODS EXPENSE TO REVENUE RATIO

Years 2017 to 2020 and YTD April 2021





GOODWILL INDUSTRIES OF HOUSTON
Same Store Net Income - Month and Year to Date Ended April 30, 2021 and 2020

		Month			YTD		
		April 2021	April 2020	Same Store NI Inc(Dec)	April 2021	April 2020	Same Store NI Inc(Dec)
Humble	Opened Mar 19, 1993	43,361	(51,177)	184.7%	177,450	28,471	523.3%
Tomball	Opened Feb 21, 2012	59,033	(52,154)	213.2%	243,909	7,629	3097.1%
West Oaks	Opened Dec 13, 2012	38,488	(59,579)	164.6%	129,308	(40,408)	420.0%
Nasa	Opened Oct 01, 2005	49,781	(60,916)	181.7%	191,024	69,792	173.7%
Atascocita	Opened Aug 07, 2006	43,918	(54,459)	180.6%	165,138	28,179	486.0%
Jones	Opened Mar16, 2006	43,178	(58,180)	174.2%	153,563	(46,035)	433.6%
Galveston	Opened Mar 01, 1987	93,842	(29,874)	414.1%	305,272	176,323	73.1%
Champions	Opened Feb 17, 2007	57,030	(53,951)	205.7%	144,799	3,863	3648.4%
Katy	Opened Aug 09, 2007	57,876	(52,809)	209.6%	185,806	14,127	1215.3%
Spring	Opened Sep 01, 2007	38,098	(57,946)	165.7%	127,637	(4,999)	2653.3%
Missouri City	Opened Nov 06, 2007	51,317	(53,038)	196.8%	163,199	(8,742)	1966.8%
Piney Point	Opened Jul 01, 2008	110,380	(52,943)	308.5%	384,171	109,050	252.3%
529	Opened Oct 21, 2008	57,252	(69,240)	182.7%	201,649	(1,455)	13959.0%
Hwy. 6	Opened Nov 21, 2008	11,444	(62,888)	118.2%	64,168	(59,372)	208.1%
Conroe	Opened Mar 14, 2009	64,517	(71,437)	190.3%	216,540	31,040	597.6%
River Oaks	Opened May 28, 2009	220,963	(94,705)	333.3%	812,751	284,876	185.3%
Woodlands	Opened Aug 08, 2009	63,229	(61,201)	203.3%	223,682	68,832	225.0%
Porter	Opened Sep 15, 2009	76,633	(74,793)	202.5%	288,373	28,366	916.6%
Baytown	Opened Dec 15, 2009	90,793	(60,682)	249.6%	320,438	130,714	145.1%
Meyerland	Opened May 11, 2010	60,783	(52,682)	215.4%	201,711	25,670	685.8%
Kuyk. @ Louetta	Opened Aug 13, 2010	68,693	(51,479)	233.4%	274,809	99,684	175.7%
Victory Lakes	Opened Aug 28, 2010	104,307	(55,896)	286.6%	407,687	136,674	198.3%
Fairmont Pkwy	Opened Oct 28, 2010	51,738	(57,007)	190.8%	164,986	22,914	620.0%
Fry @ Saums	Opened Dec 17, 2010	3,303	(43,936)	107.5%	109,308	1,730	6218.4%
Lakeshore	Opened Dec 31, 2010	(12,283)	(51,374)	76.1%	71,949	35,311	103.8%
Crossing	Opened May 27, 2011	32,701	(46,953)	169.6%	135,899	16,548	721.2%
League City	Opened July 26, 2011	64,948	(47,769)	236.0%	227,459	54,600	316.6%
Uvalde	Opened Dec 31, 2011	18,745	(52,479)	135.7%	60,539	(36,172)	267.4%
Pasadena	Opened Dec 13, 2011	34,208	(45,284)	175.5%	127,841	18,181	603.2%
Heights	Opened Feb 23, 2012	108,184	(70,897)	252.6%	361,266	75,365	379.4%
Clear Lake	Opened July 31, 2012	70,521	(50,563)	239.5%	238,083	97,578	144.0%
Grant and Louetta	Opened Aug 17, 2012	43,841	(59,221)	174.0%	157,881	15,983	887.8%
Wilson Road	Opened Sep 19, 2012	31,576	(57,240)	155.2%	138,417	13,642	914.6%
Katy Ranch	Opened Nov 26, 2012	103,710	(63,695)	262.8%	314,090	85,758	266.3%
Sealy	Opened Mar 26, 2013	57,696	(49,791)	215.9%	193,263	70,280	175.0%
Willis	Opened Apr 14, 2013	40,401	(50,362)	180.2%	180,705	17,130	954.9%
Huntsville	Opened Sep 13, 2013	50,336	(61,105)	182.4%	181,340	72,402	150.5%
I-10	Opened Feb 05, 2014	41,623	(65,717)	163.3%	132,192	16,750	689.2%
Crosby	Opened Sep 06, 2014	27,932	(61,919)	145.1%	82,035	(64,911)	226.4%
Lake Jackson	Opened Dec 15, 2014	57,173	(64,461)	188.7%	237,873	54,724	334.7%
Fry @ 529	Opened Mar 31, 2015	15,129	(74,380)	120.3%	12,986	(108,307)	112.0%
Willowchase	Opened Jun 19, 2015	25,049	(72,060)	134.8%	92,367	(84,252)	209.6%
Longmeadow	Opened July 05, 2015	(4,644)	(75,814)	93.9%	(27,797)	(108,591)	74.4%
Briargrove	Opened July 25, 2015	46,350	(78,652)	158.9%	207,588	3,236	6315.0%
LaPorte	Opened Aug 22, 2015	35,461	(60,020)	159.1%	132,350	49,158	169.2%
Pearland Plaza	Opened Sep 15, 2015	46,967	(66,570)	170.6%	194,628	2,948	6502.0%
Fairfield	Opened Dec 30, 2015	83,065	(83,337)	199.7%	299,684	46,944	538.4%
Reading Road	Opened Mar 07, 2016	16,127	(76,021)	121.2%	54,988	(110,849)	149.6%
Greatwood	Opened Apr 09, 2016	20,748	(74,223)	128.0%	58,664	(122,266)	148.0%
Telfair	Opened Jul 23, 2016	(2,584)	(72,665)	96.4%	(13,545)	(126,163)	89.3%
Alvin	Opened Nov 21, 2016	30,521	(76,545)	139.9%	127,030	(42,617)	398.1%
Brenham	Opened Apr 23, 2017	20,888	(61,620)	133.9%	46,006	(68,515)	167.1%
Total		2,664,346	(3,163,709)	184.2%	9,683,159	980,818	887.3%



GOODWILL INDUSTRIES OF HOUSTON
Same Store Sales - Month and Year to Date Ended April 30, 2021 and 2020

		Month		YTD			
		April 2021	April 2020	Same Store Sales Incr.	April 2021	April 2020	Same Store Sales Incr.
Humble	Opened Mar 19, 1993	129,280	-		480,842	289,158	66.3%
Tomball	Opened Feb 21, 2012	146,417	-		558,575	257,383	117.0%
West Oaks	Opened Dec 13, 2012	119,374	-		464,251	259,405	79.0%
Nasa	Opened Oct 01, 2005	139,750	-		534,406	388,737	37.5%
Atascocita	Opened Aug 07, 2006	137,805	-		548,224	309,977	76.9%
Jones	Opened Mar 16, 2006	127,434	-		494,508	242,531	103.9%
Galveston	Opened Mar 01, 1987	146,387	-		504,844	350,327	44.1%
Champions	Opened Feb 17, 2007	136,169	-		455,578	268,005	70.0%
Katy	Opened Aug 09, 2007	132,159	-		486,054	296,069	64.2%
Spring	Opened Sep 01, 2007	131,080	-		483,448	284,856	69.7%
Missouri City	Opened Nov 06, 2007	145,413	-		494,727	319,899	54.7%
Piney Point	Opened Jul 01, 2008	193,864	-		732,781	428,056	71.2%
529	Opened Oct 21, 2008	151,018	-		570,865	329,185	73.4%
Hwy. 6	Opened Nov 21, 2008	92,633	-		372,183	255,622	45.6%
Conroe	Opened Mar 14, 2009	169,553	-		618,917	367,776	68.3%
River Oaks	Opened May 28, 2009	380,126	-		1,384,792	789,525	75.4%
Woodlands	Opened Aug 08, 2009	147,787	-		563,932	364,891	54.5%
Porter	Opened Sep 15, 2009	207,229	-		764,219	415,525	83.9%
Baytown	Opened Dec 15, 2009	181,639	-		665,992	436,388	52.6%
Meyerland	Opened May 11, 2010	145,559	-		525,652	301,547	74.3%
Kuyk. @ Louetta	Opened Aug 13, 2010	165,235	-		637,689	356,625	78.8%
Victory Lakes	Opened Aug 28, 2010	217,017	-		828,235	444,907	86.2%
Fairmont Pkwy	Opened Oct 28, 2010	134,534	-		481,717	302,463	59.3%
Fry @ Saums	Opened Dec 17, 2010	60,555	-		351,920	245,933	43.1%
Lakeshore	Opened Dec 31, 2010	50,997	-		347,492	293,341	18.5%
Crossing	Opened May 27, 2011	99,957	-		405,013	260,818	55.3%
League City	Opened Jul 26, 2011	144,429	-		531,638	307,590	72.8%
Uvalde	Opened Dec 31, 2011	79,898	-		315,792	214,710	47.1%
Pasadena	Opened Dec 13, 2011	104,260	-		396,406	244,000	62.5%
Heights	Opened Feb 23, 2012	208,024	-		755,943	466,435	62.1%
Clear Lake	Opened Jul 31, 2012	162,000	-		592,046	393,435	50.5%
Grant and Louetta	Opened Aug 17, 2012	125,308	-		502,545	340,660	47.5%
Wilson Road	Opened Sep 19, 2012	122,999	-		478,553	301,736	58.6%
Katy Ranch	Opened Nov 26, 2012	192,963	-		659,958	414,881	59.1%
Sealy	Opened Mar 26, 2013	124,616	-		453,519	300,531	50.9%
Willis	Opened Apr 14, 2013	126,508	-		497,974	290,477	71.4%
Huntsville	Opened Sep 13, 2013	169,609	-		600,250	363,414	65.2%
I-10	Opened Feb 05, 2014	127,925	-		488,880	320,967	52.3%
Crosby	Opened Sep 06, 2014	160,195	-		632,302	366,824	72.4%
Lake Jackson	Opened Dec 15, 2014	108,750	-		383,507	246,602	55.5%
Fry @ 529	Opened Mar 31, 2015	109,865	-		395,352	247,580	59.7%
Willowchase	Opened Jun 19, 2015	114,612	-		463,535	260,917	77.7%
Longmeadow	Opened Jul 05, 2015	171,295	-		658,815	386,779	70.3%
Briargrove	Opened Jul 25, 2015	95,783	-		363,216	269,042	35.0%
LaPorte	Opened Aug 22, 2015	123,902	-		475,567	343,127	38.6%
Pearland Plaza	Opened Sep 15, 2015	148,668	-		589,102	322,739	82.5%
Fairfield	Opened Dec 30, 2015	197,329	-		741,361	464,596	59.6%
Reading Rd	Opened Mar 07, 2016	113,757	-		445,935	248,694	79.3%
Greatwood	Opened Apr 09, 2016	126,091	-		455,091	244,446	86.2%
Telfair	Opened Jul 23, 2016	96,919	-		381,409	229,663	66.1%
Alvin	Opened Nov 21, 2016	142,183	-		541,849	316,310	71.3%
Brenham	Opened Apr 23, 2017	121,009	-		404,228	247,435	63.4%
Total		7,407,868	0		27,961,629	17,012,539	64.4%



Goodwill Industries of Houston

Donations, Sales and Monthly Rent (Sorted by District)

Year to Date April 2021

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	5,041	4,215	19.60%	8,425	6,350	32.68%	13,466	10,565	27.46%	4.13	\$ 200.95	\$ 45,292.76
Central	Greatwood	5275	7,322	4,871	50.32%	515	1,002		7,837	5,873	33.44%	2.64	\$ 153.22	\$ 44,787.50
Central	Hwy 6	5234	5,821	3,778	54.08%	5,344	4,773		11,165	8,551	30.57%	3.76	\$ 125.47	\$ 35,544.00
Central	Longmeadow	5269	9,923	5,343	85.72%	-	-		9,923	5,343	85.72%	3.14	\$ 114.72	\$ 46,024.00
Central	Meyerland	5245	7,769	4,586	69.41%	5,527	1,747	216.37%	13,296	6,333	109.95%	5.25	\$ 214.96	\$ 25,820.00
Central	Missouri City	5231	11,367	8,478	34.08%	-	-		11,367	8,478	34.08%	4.45	\$ 192.89	\$ 22,375.00
Central	Piney Point	5232	6,181	5,182	19.28%	8,672	6,754	28.40%	14,853	11,936	24.44%	5.86	\$ 287.85	\$ 22,494.76
Central	Reading Road	5182	7,596	4,873	55.88%	2,134	3,634	-41.28%	9,730	8,507	14.38%	3.21	\$ 146.86	\$ 45,489.50
Central	River Oaks	5237	18,628	8,358	122.88%	4,506	4,415	2.06%	23,134	12,773	81.12%	7.21	\$ 431.64	\$ 29,666.01
Central	Telfair	5173	3,856	3,463	11.35%	4,484	1,670	168.50%	8,340	5,133	62.48%	2.76	\$ 125.89	\$ 45,750.00
Central	The Crossing	5253	5,399	3,105	73.88%	6,707	3,949	69.84%	12,106	7,054	71.62%	5.66	\$ 183.66	\$ 23,971.64
Central	West Oaks	5210	6,776	2,830	139.43%	4,690	3,837		11,466	6,667	71.98%	3.71	\$ 150.05	\$ 27,708.67
North	Atascocita	5216	19,917	10,505	89.60%	-	4,680		19,917	15,185	31.16%	6.65	\$ 183.18	\$ 27,483.96
North	Champions	5228	3,491	2,296	52.05%	8,813	6,050	45.67%	12,304	8,346	47.42%	3.98	\$ 147.25	\$ 28,726.47
North	Conroe	5236	12,454	8,670	43.64%	341	4,282		12,795	12,952	-1.21%	4.32	\$ 208.95	\$ 32,783.52
North	Crosby	5270	5,743	3,520	63.15%	8,211	3,467		13,954	6,987	99.71%	4.62	\$ 126.20	\$ 22,166.67
North	Humble	5187	3,927	2,034	93.07%	12,492	1,383		16,419	3,417	380.51%	5.57	\$ 163.21	\$ 18,071.35
North	Huntsville	5266	7,536	5,357	40.68%	13,665	4,784	185.64%	21,201	10,141	109.06%	7.24	\$ 204.90	\$ 26,344.54
North	Kuykendahl & Louetta	5247	8,001	6,067	31.88%	9,028	-		17,029	6,067	180.68%	5.81	\$ 217.06	\$ 26,626.05
North	Porter	5241	7,439	4,623	60.91%	8,285	6,622	25.11%	15,724	11,245	39.83%	3.61	\$ 175.33	\$ 41,598.53
North	Spring	5230	7,075	4,135	71.10%	282	3,813	-92.60%	7,357	7,948	-7.44%	2.62	\$ 170.94	\$ 26,113.33
North	Uvalde	5255	3,571	1,792	99.27%	6,037	6,246	-3.35%	9,608	8,038	19.53%	3.47	\$ 113.96	\$ 22,182.94
North	Willis	5264	7,659	4,760	60.90%	7,199	2,638	172.90%	14,858	7,398	100.84%	5.38	\$ 180.16	\$ 24,462.43
North	Wilson Road	5259	7,906	4,342	82.08%	-	2,304	-100.00%	7,906	6,646	18.96%	2.80	\$ 169.33	\$ 30,136.56
North	Woodlands	5238	12,188	10,792	12.94%	991	-		13,179	10,792	22.12%	4.53	\$ 193.58	\$ 24,260.17
South	Alvin	5172	8,214	5,215	57.51%	7,088	3,553	99.49%	15,302	8,768	74.52%	5.07	\$ 179.53	\$ 37,540.00
South	Baytown	5239	10,356	8,527	21.45%	3,987	3,757	6.12%	14,343	12,284	16.76%	5.01	\$ 232.65	\$ 23,703.57
South	Clear Lake	5261	17,081	9,743	75.32%	17	-		17,098	9,743	75.49%	5.85	\$ 202.16	\$ 25,595.75
South	Fairmont	5248	7,865	6,132	28.26%	4,222	3,031	39.29%	12,087	9,163	31.91%	4.83	\$ 190.67	\$ 25,139.68
South	Galveston	5220	7,703	5,357	43.79%	42	2,694		7,745	8,051	-3.80%	2.82	\$ 183.46	\$ -
South	I-10 East	5201	2,860	1,780	60.67%	7,640	4,897	56.01%	10,500	6,677	57.26%	3.05	\$ 141.78	\$ 28,419.01
South	La Porte	5271	4,656	3,350	38.99%	7,808	-		12,464	3,350	272.06%	4.02	\$ 153.39	\$ 32,721.00



Goodwill Industries of Houston

Donations, Sales and Monthly Rent (Sorted by District)

Year to Date April 2021

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 Last Yr	% Change vs Last Yr	Donors SqFt	Sales Per SqFt	Monthly Rent and CAMS
South	Lake Jackson	5268	10,464	7,115	47.07%	119	2,159	-94.49%	10,583	9,274	3.34	\$ 199.05	\$ 31,329.00
South	League City	5254	5,228	3,494	49.63%	3,773	1,847	104.28%	9,001	5,341	3.23	\$ 190.52	\$ 15,568.00
South	Nasa	5211	6,660	4,364	52.61%	4,602	5,449	-15.54%	11,262	9,813	3.97	\$ 188.12	\$ 25,752.55
South	Pasadena	5256	4,003	2,375	68.55%	7,157	3,913		11,160	6,288	4.53	\$ 160.82	\$ 20,628.04
South	Pearland Plaza	5277	11,897	7,222	64.73%	-	-		11,897	7,222	3.56	\$ 174.21	\$ 30,009.64
South	Victory Lakes	5249	10,078	6,839	47.36%	4,439	3,766	17.87%	14,517	10,605	5.52	\$ 314.86	\$ 24,243.42
West	529	5233	17,954	7,261	147.27%	172	-		18,126	7,261	6.08	\$ 187.43	\$ 35,281.05
West	Brenham	5174	4,121	3,413	20.74%	-	7,378		4,121	10,791	1.44	\$ 140.88	\$ 38,763.00
West	Fairfield	5274	10,432	8,214	27.00%	-	4,377		10,432	12,591	3.36	\$ 238.16	\$ 44,910.00
West	Fry & 529	5272	6,157	3,457	78.10%	5,086	-		11,243	3,457	3.50	\$ 125.10	\$ 43,040.00
West	Grant & Louetta	5260	12,781	5,695	124.42%	-	-		12,781	5,695	4.71	\$ 184.70	\$ 32,133.15
West	Heights	5257	12,429	9,617	29.24%	3,889	-		16,318	9,617	5.68	\$ 262.94	\$ 33,110.03
West	Jones	5219	6,000	4,089	46.74%	2,930	-		8,930	4,089	2.59	\$ 143.40	\$ 27,963.00
West	Katy	5229	8,302	6,041	37.43%	719	-		9,021	6,041	3.00	\$ 161.38	\$ 28,251.26
West	Katy Ranch	5262	9,521	6,103	56.01%	4,830	-		14,351	6,103	4.74	\$ 217.57	\$ 32,007.91
West	Sealy	5265	3,512	2,488	41.16%	502	-		4,014	2,488	1.43	\$ 161.41	\$ 16,244.08
West	Tomball	5263	7,060	5,529	27.69%	5,389	2,489		12,449	8,018	4.10	\$ 185.24	\$ 20,621.07
West	Willowchase	5276	3,466	2,923	18.58%	6,705	-		10,171	2,923	3.41	\$ 155.05	\$ 42,126.13

Goodwill Industries of Houston 12 Month Rolling Monthly Financial Statements

	May 2020	June 2020	July 2020	August 2020	September 2020	October 2020	November 2020	December 2020	January 2021	February 2021	March 2021	April 2021	YTD
REVENUES													
Store Sales	\$4,906,803	\$6,103,385	\$5,866,945	\$6,394,986	\$6,864,542	\$7,749,108	\$7,124,818	\$7,342,494	\$8,066,747	\$6,101,558	\$9,124,415	\$8,457,456	\$84,103,257
Salvage Sales	199,277	302,804	418,840	374,963	311,173	361,229	339,354	419,588	410,217	337,032	554,787	464,120	4,493,384
Workforce and Grants	76,940	77,513	138,508	97,008	105,019	83,770	202,031	196,343	67,491	64,101	91,539	69,822	1,270,085
Temporary Services	64,145	56,426	100,364	137,244	140,411	173,264	148,190	184,844	249,453	172,943	213,083	242,717	1,883,084
Fundraising Events	2,940	(3,125)	5,000	1,500				(2,150)			23,510	22,620	50,295
Investment and Other	878	872	785	347	47,410	53,703	939	733,638	1,798	1,079	1,143	1,041	843,633
TOTAL OPERATING REVENUE	5,250,983	6,537,875	6,530,442	7,006,048	7,468,555	8,421,074	7,815,332	8,874,757	8,795,706	6,676,713	10,008,477	9,257,776	92,643,738
EXPENSES													
Salaries and Wages	2,021,413	2,345,265	2,457,086	2,425,037	2,498,447	2,764,403	2,794,013	2,465,968	3,142,239	2,855,101	3,112,426	3,146,999	32,028,397
Wages - GTS Temps	36,034	31,897	59,607	81,855	85,168	100,606	94,377	118,561	151,725	131,720	129,203	146,194	1,166,947
Payroll Taxes	148,843	172,403	178,355	180,051	186,166	203,393	202,459	169,610	232,143	218,197	234,505	243,319	2,369,444
Workers Compensation	6,785	30,235	32,004	31,815	85,784	90,802	103,293	193,614	73,716	63,067	74,953	74,953	856,496
Pension and Retirement	13,457	15,709	16,500	16,265	16,719	38,063	18,907	21,856	20,491	18,899	21,238	22,436	240,540
Unemployment	15,953	18,499	200,000	100,000	200,000	150,000	147,496	52,443	24,894	22,848	25,515	27,154	984,802
Employee Insurance	238,407	227,236	242,447	246,989	231,771	253,275	230,512	(82,696)	250,556	234,234	272,494	243,936	2,589,161
Other Human Services Expense	174	(29)	322		71	1,741	121	5,733	1,523	429	762	401	11,248
Occupancy - Rent/Maint/Repairs/Security	2,229,205	2,259,181	2,249,839	2,229,123	2,234,162	2,244,243	2,176,450	2,107,026	2,279,814	2,202,599	2,216,085	2,117,127	26,544,854
Utilities	119,700	168,085	174,515	170,074	211,510	183,280	163,355	211,566	167,650	154,346	188,483	135,757	2,048,321
Insurance - General Liability	150,748	152,284	159,764	152,865	153,394	132,259	154,277	153,289	165,336	173,154	158,421	164,390	1,870,631
Telecom and Network	51,397	49,189	48,997	48,668	48,421	47,277	46,378	48,957	49,880	44,430	58,088	48,166	589,848
Legal/Audit/Other Professional Fees	78,336	75,736	71,750	49,854	61,784	92,978	70,989	109,263	135,169	145,141	83,348	68,594	1,042,942
Supplies	156,057	190,006	125,319	211,493	223,628	154,013	86,969	179,507	158,914	151,514	137,883	159,093	1,934,396
Client Supportive Services	7,723	18,042	39,125	5,110	13,514	10,448	12,767	31,239	5,250	5,257	8,508	13,511	170,494
Vehicle Expense	196,942	300,704	332,491	311,385	490,621	381,159	379,133	542,460	360,002	303,656	366,147	385,406	4,348,106
Conferences/Training/Travel	18,469	14,628	4,001	4,368	4,987	8,852	8,600	49,922	8,057	10,198	23,359	12,680	168,121
Equipment and Software Rent/Maintenance	109,146	131,409	142,271	172,574	155,791	164,262	180,221	161,471	146,406	159,077	159,767	164,481	1,846,876
Trash Removal	33,826	93,122	105,336	110,812	118,213	101,565	110,691	146,125	116,763	109,381	101,636	115,090	1,262,560
Gift Dues and Other Dues/Memberships	18,719	17,294	20,946	17,340	16,956	19,404	19,206	27,018	18,566	22,490	17,962	19,873	235,774
Postage and Shipping	41,758	27,736	24,349	19,596	11,093	22,041	17,415	20,965	22,032	13,047	24,723	17,559	262,314
Interest	909												909
Bank Charges/Delivery	12,572	19,730	42,706	40,731	40,389	41,859	42,758	69,512	50,642	43,074	40,344	43,777	488,094
Credit Card/Check Fees	2,841	59,940	83,477	95,128	83,994	113,009	103,094	79,337	104,761	91,553	114,782	113,196	1,045,112
Advertising/Printing/Subscriptions	45,466	24,562	57,476	60,193	66,940	61,563	85,927	82,402	42,567	43,994	86,612	52,020	709,722
Fundraising Events													17,543
Other	993	1,343	35,617	9,209	5,965	4,356	2,314	21,172	227	1,213	1,158	405	83,972
TOTAL OPERATING EXPENSE	5,755,873	6,444,206	6,904,300	6,790,535	7,245,488	7,384,851	7,252,172	6,986,320	7,729,323	7,218,619	7,653,877	7,552,060	84,917,624
Excess Revenue/(Expense) Before Contributions and Depreciation	(504,890)	93,669	(373,858)	215,513	223,067	1,036,223	563,160	1,888,437	1,066,383	(541,906)	2,354,600	1,705,716	7,726,114



Goodwill Houston Metrics

Years 2015 to 2020 and Year to Date April 2020 and 2021

	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2019	FYE 2020	4 months 2020	4 months 2021	Benchmark	
Store Sales	66,808,166	72,681,059	70,892,286	80,861,266	89,216,416	72,229,882	19,869,527	31,750,177		
as a % of total revenues	86.3%	87.3%	88.0%	88.7%	89.8%	90.4%	90.2%	91.4%	85.0%	●
Number of Stores	60	62	63	62	60	56	59	52		
Total Revenues	77,404,801	83,219,512	80,531,872	91,145,677	99,316,113	79,916,904	22,030,745	34,738,673		
Salaries and Wages	30,678,146	33,845,919	32,407,328	37,620,210	38,677,119	32,269,681	11,899,254	12,815,607	38.0%	●
as a % of total revenues	39.6%	40.7%	40.2%	41.3%	38.9%	40.4%	54.0%	36.9%		
Employee Insurance	3,658,517	3,511,610	2,612,684	2,683,844	2,709,228	2,499,009	909,704	1,001,220	4.0%	●
as a % of total revenues	4.7%	4.2%	3.2%	2.9%	2.7%	3.1%	4.1%	2.9%		
Health Ins. enrollees on the last day of the year/month	474	472	339	364	325	395	480	426		
Occupancy - Rent/Maint/Repairs/Security	21,912,001	24,849,467	26,509,435	26,859,269	27,275,160	26,825,070	8,945,291	8,815,624	30.0%	●
as a % of total revenues	28.3%	29.9%	32.9%	29.5%	27.5%	33.6%	40.6%	25.4%		
Rents	15,550,489	17,924,313	18,561,494	18,644,249	18,545,883	18,099,669	6,089,822	5,948,354		
Cams	5,318,779	5,727,617	6,411,015	6,820,514	7,080,925	7,256,706	2,442,810	2,302,172		
Total Operating Expenses	74,965,537	82,459,807	80,181,542	86,295,085	88,625,112	83,119,629	28,205,563	30,153,877	96.0%	●
as a % of total revenues	96.8%	99.1%	99.6%	94.7%	89.2%	104.0%	128.0%	86.8%		
Net Income before Depreciation and Contributions	2,439,264	759,705	350,330	4,850,592	10,691,001	(3,202,725)	(6,174,818)	4,584,796	4.0%	●
as a % of total revenues	3.2%	0.9%	0.4%	5.3%	10.8%	-4.0%	-28.0%	13.2%		
Donated Goods Expenses/Revenues	76.0%	79.0%	82.4%	83.4%	78.0%	93.2%	112.9%	75.6%	76-79%	●
Mission Support	1,712,858	1,553,753	944,455	1,553,176	1,852,967	1,475,078	559,292	536,781	1,000,000	●
Donations	1,541,970	1,741,263	1,773,477	1,727,072	1,954,530	1,734,810	465,038	655,664		
Donations per square foot	3.25	3.19	3.15	3.18	3.62	3.43	2.68	4.25	4.00	●
Sales per square foot	138.64	129.50	121.20	142.63	160.86	141.97	114.00	205.00	130.00	●
Same Store Sales - Increase (Decrease)	2.6%	-2.2%	-6.2%	16.1%	10.8%	-17.8%	-29.4%	64.4%	3.0%	●