



**GOODWILL INDUSTRIES  
OF HOUSTON**

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

**July 09, 2021**



## GOODWILL INDUSTRIES OF HOUSTON P&L Analysis for May 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: July 9, 2021

Re: P&L Analysis – June 2021

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GWH continues to post strong financial results. Here are a few key points relative to the June reporting period.

1. GWH reported Operating Revenue of \$9,237,139.
2. Excess Revenues of \$1,893,515 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:	68.5%	78.5%
b. DGR Wages as % of Revenue	29.5%	33.6%
c. Donations per SF	4.66	4.60
d. Sales per SF	\$202	\$202

### **Balance Sheet**

The Combined Balance Sheet for GWH remains very strong as liquidity, demonstrated by the current ratio, was 6.3 times as of June 30, 2021, compared to 3.0 times at June 30, 2020. The Total Liabilities/Net Assets ratio yielded a conservative result of 15.7% on June 30, 2021, compared to 34.2% at June 30, 2020.

The Foundation held \$44.9 million in current assets, including \$24.9 million in cash & cash equivalents and \$20.0 million in short-term investments. In compliance with the GWH investment policy, the short-term investment balance at UBS was split between equities (52.8%), fixed income (37.1%) and a global allocation fund (10.1%).

The balance sheet without the Foundation assets reflected a current ratio of 1.9 times and Total Liabilities/Net assets ratio of 50.7% at June 30, 2021, compared to 1.3 times and 81.3%, respectively at June 30, 2020. At month-end, GWH reported \$0 outstanding on its line of credit with Texas Capital Bank.

## **INCOME STATEMENT**

### ***Revenues:***

For June 2021, GWH reported Total Revenues of \$9,237,139 compared to \$6,537,875 for the same period last year (which included store results impacted by COVID). Total Revenues for June 2021 were \$663,225 over budget.

**Store Sales:** Store Sales for June 2021 were \$8,469,863 for the month and exceeded budget by \$545,112. This represents a 6.9% increase over budget. As an industry, the retail market continues to be very robust as the economy reopens.

**Salvage Sales:** GWH reported Salvage Sales of \$496,433 which exceeded budget by \$163,734. 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 \$7,343,624 were \$512,628 under budget in June 2021 primarily due to variances in Salaries and Wages and Workers Compensation.

**Salaries and Wages:** For the month, Salaries and Wages were under budget by \$149,736. We are continuing to run the business with fewer people than budgeted.

DGR will soon be implementing a program to optimize efficiency in the back rooms of our stores. This initiative will require additional manpower. Accordingly, we expect to see salary and wage expense approach budgeted amounts in future months. Clearing the back rooms will lead to greater sales.

**Workers Compensation:** For the month, Workers Compensation was under budget by \$218,958. Our insurance carrier notified GWH of a safety dividend of \$49,007 and a policy dividend of \$160,990. GWH views this refund as a validation of our commitment to providing a safe work environment for our employees.

## Looking Forward:

We expect to outperform the July budget. Through July 8th, sales exceed budget by 9%. GWH projects a \$1.0M+ transfer of excess cash to the Foundation during July.

**Goodwill Industries - Unrestricted**  
**Net Assets Before Contributions**  
For Month and Six Months Ended June 30, 2021

	<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	\$8,469,863		\$7,924,751		\$545,112	\$6,103,385	\$48,761,775		\$47,659,788		\$1,101,987	\$30,879,715
Salvage Sales	496,433		332,699		163,734	302,804	2,747,333		1,950,266		797,067	1,704,443
Workforce and Grants	90,043		129,669		(39,626)	77,513	480,850		778,350		(297,500)	552,150
Temporary Services	165,511		186,795		(21,284)	56,426	1,222,676		1,120,770		101,906	555,100
Fundraising Events	13,503				13,503	(3,125)	79,902		275,000		(195,098)	117,625
Interest and Other	1,786				1,786	872	9,514				9,514	10,572
<b>TOTAL OPERATING REVENUE</b>	<b>9,237,139</b>		<b>8,573,914</b>		<b>663,225</b>	<b>6,537,875</b>	<b>53,302,050</b>		<b>51,784,174</b>		<b>1,517,876</b>	<b>33,819,605</b>
<b>EXPENSES</b>												
Salaries and Wages	3,209,835	34.75%	3,359,571	39.18%	(149,736)	2,345,265	18,456,849	34.63%	20,082,404	38.78%	(1,625,555)	16,017,849
Wages - GTS Temps	105,265	1.14%	122,617	1.43%	(17,352)	31,897	771,156	1.45%	735,702	1.42%	35,454	316,013
Payroll Taxes	240,940	2.61%	253,750	2.96%	(12,810)	172,403	1,393,974	2.62%	1,517,021	2.93%	(123,047)	1,191,702
Workers Compensation	(139,705)	-1.51%	79,253	0.92%	(218,958)	30,235	207,071	0.39%	473,809	0.91%	(266,738)	(53,135)
Pension and Retirement	21,259	0.23%	23,809	0.28%	(2,550)	15,709	123,789	0.23%	142,322	0.27%	(18,533)	115,537
Unemployment	25,465	0.28%	28,712	0.33%	(3,247)	18,499	149,284	0.28%	171,652	0.33%	(22,368)	128,647
Employee Insurance	250,182	2.71%	251,505	2.93%	(1,323)	227,236	1,500,103	2.81%	1,503,405	2.90%	(3,302)	1,375,347
Other Human Services Expense	652	0.01%	1,300	0.02%	(648)	(29)	3,810	0.01%	25,200	0.05%	(21,390)	9,038
Occupancy - Rent/Maint/Repairs/Security	2,088,116	22.61%	2,120,059	24.73%	(31,943)	2,259,181	12,921,884	24.24%	13,132,749	25.36%	(210,865)	13,433,676
Utilities	161,352	1.75%	191,166	2.23%	(29,814)	168,085	959,925	1.80%	1,029,913	1.99%	(69,988)	805,160
Insurance - General Liability	163,765	1.77%	155,000	1.81%	8,765	152,284	989,045	1.86%	930,000	1.80%	59,045	923,527
Telecom and Network	59,120	0.64%	46,528	0.54%	12,592	49,189	312,168	0.59%	290,659	0.56%	21,509	320,741
Legal/Audit/Other Professional Fees	85,695	0.93%	155,099	1.81%	(69,404)	75,736	594,852	1.12%	932,345	1.80%	(337,493)	566,758
Supplies	141,877	1.54%	168,163	1.96%	(26,286)	190,006	888,019	1.67%	1,012,785	1.96%	(124,766)	957,180
Client Supportive Services	15,564	0.17%	47,758	0.56%	(32,194)	18,042	68,733	0.13%	325,873	0.63%	(257,140)	70,671
Vehicle Expense	424,694	4.60%	313,372	3.65%	111,322	300,704	2,223,436	4.17%	1,880,232	3.63%	343,204	1,650,012
Conferences/Training/Travel	17,181	0.19%	22,907	0.27%	(5,726)	14,628	85,926	0.16%	146,442	0.28%	(60,516)	128,886
Equipment and Software Rent/Maintenance	99,035	1.07%	170,562	1.99%	(71,527)	131,409	845,652	1.59%	1,034,625	2.00%	(188,973)	822,708
Trash Removal	129,437	1.40%	90,188	1.05%	39,249	93,122	686,610	1.29%	564,138	1.09%	122,472	468,219
GII Dues and Other Dues/Memberships	19,499	0.21%	18,400	0.21%	1,099	17,294	117,015	0.22%	110,400	0.21%	6,615	108,751
Postage and Shipping	19,478	0.21%	38,544	0.45%	(19,066)	27,736	123,345	0.23%	211,365	0.41%	(88,020)	184,432
Interest												909
Bank Charges/Courier	40,907	0.44%	37,437	0.44%	3,470	19,730	261,689	0.49%	232,192	0.45%	29,497	172,276
Credit Card/Check Fees	113,708	1.23%	104,368	1.22%	9,340	59,940	649,528	1.22%	627,670	1.21%	21,858	433,727
Advertising/Printing/Subscriptions	45,532	0.49%	53,934	0.63%	(8,402)	24,562	359,161	0.67%	329,703	0.64%	29,458	243,171
Fundraising Events	4,278	0.05%			4,278	40,418	40,418	0.08%	112,000	0.22%	(71,582)	4,574
Other	493	0.01%	2,250	0.03%	(1,757)	1,343	4,606	0.01%	13,500	0.03%	(8,894)	9,260
<b>TOTAL OPERATING EXPENSE</b>	<b>7,343,624</b>	<b>79.50%</b>	<b>7,856,252</b>	<b>91.63%</b>	<b>(512,628)</b>	<b>6,444,206</b>	<b>44,738,048</b>	<b>83.93%</b>	<b>47,568,106</b>	<b>91.86%</b>	<b>(2,830,058)</b>	<b>40,405,636</b>
<b>EXCESS REVENUES (EXPENSES)</b>	<b>1,893,515</b>	<b>20.50%</b>	<b>717,662</b>	<b>8.37%</b>	<b>1,175,853</b>	<b>93,669</b>	<b>8,564,002</b>	<b>16.07%</b>	<b>4,216,068</b>	<b>8.14%</b>	<b>4,347,934</b>	<b>(6,586,031)</b>
Depreciation	134,101	1.45%	145,600	1.70%	(11,499)	143,957	831,332	1.56%	873,600	1.69%	(42,268)	880,976
<b>CHANGE IN NET ASSETS BEFORE CONTRIBUTIONS</b>	<b>1,759,414</b>	<b>19.05%</b>	<b>572,062</b>	<b>6.67%</b>	<b>1,187,352</b>	<b>(50,288)</b>	<b>7,732,670</b>	<b>14.51%</b>	<b>3,342,468</b>	<b>6.45%</b>	<b>4,390,202</b>	<b>(7,467,007)</b>
<b>Number of Employees (including GTS)</b>	<b>1,754</b>											
<b>Inventory - Contributed Goods Adjustment - June 2021</b>												

**Goodwill Industries - Unrestricted**  
**Net Assets Before Contributions**  
For Month and Six Months Ended June 30, 2021

	MONTH ACTUAL	MONTH % Rev	MONTH BUDGET	MONTH % Rev Bud.	MONTH VARIANCE	PRIOR YR MO. ACTUAL	YTD ACTUAL	YTD % Rev	YTD BUDGET	YTD % Rev Bud.	YTD VARIANCE	PRIOR YR YTD ACTUAL
<b>REVENUES</b>												
Store Sales	\$8,469,863		\$7,924,751		\$545,112	\$6,103,385	\$48,761,775		\$47,659,788		\$1,101,987	\$30,879,715
Salvage Sales	496,433		332,699		163,734	302,804	2,747,333		1,950,266		797,067	1,704,443
Workforce and Grants	90,043		129,669		(39,626)	77,513	480,850		778,350		(297,500)	552,150
Temporary Services	165,511		186,795		(21,284)	56,426	1,222,676		1,120,770		101,906	555,100
Fundraising Events	13,503		13,503			(3,125)	79,902		275,000		(195,098)	117,625
Interest and Other	1,786		1,786			872	9,514				9,514	10,572
<b>TOTAL OPERATING REVENUE</b>	<b>9,237,139</b>		<b>8,573,914</b>		<b>663,225</b>	<b>6,537,875</b>	<b>53,302,050</b>		<b>51,784,174</b>		<b>1,517,876</b>	<b>33,819,605</b>
<b>EXPENSES</b>												
Salaries and Wages	3,209,835		3,359,571		(149,736)	2,345,265	18,456,849		20,082,404		(1,625,555)	16,017,849
Wages - GTS Temps	105,265		122,617		(17,352)	31,897	771,156		735,702		35,454	316,013
Payroll Taxes	240,940		253,750		(12,810)	172,403	1,393,974		1,517,021		(123,047)	1,191,702
Workers Compensation	(139,705)		79,253		(218,958)	30,235	207,071		473,809		(266,738)	(53,135)
Pension and Retirement	21,259		23,809		(2,550)	15,709	123,789		142,322		(18,533)	115,537
Unemployment	25,465		28,712		(3,247)	18,499	149,284		171,652		(22,368)	128,647
Employee Insurance	250,182		251,505		(1,323)	227,236	1,500,103		1,503,405		(3,302)	1,375,347
Other Human Services Expense	652		1,300		(648)	(29)	3,810		25,200		(21,390)	9,038
Occupancy - Rent/Maint/Repairs/Security	2,088,116		2,120,059		(31,943)	2,259,181	12,921,884		13,132,749		(210,865)	13,433,676
Utilities	161,352		191,166		(29,814)	168,085	959,925		1,029,913		(69,988)	805,160
Insurance - General Liability	163,765		155,000		8,765	152,284	989,045		930,000		59,045	923,527
Telephone and Network	59,120		46,528		12,592	49,189	312,168		290,659		21,509	320,741
Legal/Audit/Other Professional Fees	85,695		155,099		(69,404)	75,736	594,852		932,345		(337,493)	566,758
Supplies	141,877		168,163		(26,286)	190,006	888,019		1,012,785		(124,766)	957,180
Client Supportive Services	15,564		47,758		(32,194)	18,042	68,733		325,873		(257,140)	70,671
Vehicle Expense	424,694		313,372		111,322	300,704	2,223,436		1,880,232		343,204	1,650,012
Conferences/Training/Travel	17,181		22,907		(5,726)	14,628	85,926		146,442		(60,516)	128,886
Equipment and Software Rent/Maintenance	99,035		170,562		(71,527)	131,409	845,652		1,034,625		(188,973)	822,708
Trash Removal	129,437		90,188		39,249	93,122	686,610		564,138		122,472	468,219
Gift Dues and Other Dues/Memberships	19,499		18,400		1,099	17,294	117,015		110,400		6,615	108,751
Postage and Shipping	19,478		38,544		(19,066)	27,736	123,345		211,365		(88,020)	184,432
Interest												909
Bank Charges/Courier	40,907		37,437		3,470	19,730	261,689		232,192		29,497	172,276
Credit Card/Check Fees	113,708		104,368		9,340	59,940	649,528		627,670		21,858	433,727
Advertising/Printing/Subscriptions	45,532		53,934		(8,402)	24,562	359,161		329,703		29,458	243,171
Fundraising Events	4,278		4,278				40,418		112,000		(71,582)	4,574
Other	493		2,250		(1,757)	1,343	4,606		13,500		(8,894)	9,260
<b>TOTAL OPERATING EXPENSE</b>	<b>7,343,624</b>		<b>7,856,252</b>		<b>(512,628)</b>	<b>6,444,206</b>	<b>44,738,048</b>		<b>47,568,106</b>		<b>(2,830,058)</b>	<b>40,405,636</b>
<b>EXCESS REVENUES (EXPENSES)</b>	<b>1,893,515</b>		<b>717,662</b>		<b>1,175,853</b>	<b>93,669</b>	<b>8,564,002</b>		<b>4,216,068</b>		<b>4,347,934</b>	<b>(6,586,031)</b>
Depreciation	134,101		145,600		(11,499)	143,957	831,332		873,600		(42,268)	880,976
<b>CHANGE IN NET ASSETS BEFORE CONTRIBUTIONS</b>	<b>1,759,414</b>		<b>572,062</b>		<b>1,187,352</b>	<b>(50,288)</b>	<b>7,732,670</b>		<b>3,342,468</b>		<b>4,390,202</b>	<b>(7,467,007)</b>
Mission	(188,957)					(121,757)	(953,080)					(798,733)
Contributions	(147,1094)					69,158	(5,847,333)					4,779,167
<b>Net Income Plus Contributions and Mission</b>	<b>99,363</b>		<b>572,062</b>		<b>(102,887)</b>	<b>(102,887)</b>	<b>932,257</b>		<b>3,342,468</b>		<b>(3,486,573)</b>	<b>(3,486,573)</b>

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

	Month			Ytd				
	Unrestricted	Foundation	Elimination	Goodwill & Foundation Combined	Unrestricted	Foundation	Elimination	Goodwill & Foundation Combined
<b>REVENUES</b>								
Store Sales	\$8,469,863			8,469,863	\$48,761,775			48,761,775
Salvage Sales	496,433			496,433	2,747,333			2,747,333
Workforce and Grants	90,043			90,043	480,850			480,850
Temporary Services	165,511			165,511	1,222,676			1,222,676
Fundraising Events	13,503			13,503	79,902			79,902
Contributions - Unrestricted		6,690		6,690	182,966			182,966
Contributions - Temporarily Restricted	28,906			28,906	152,667			152,667
Contributions from the Foundation								
Contributions - Capital Campaign		1,500,000	(1,500,000)		6,000,000	(6,000,000)		
Contributions from Unrestricted	1,786	198,907		200,693	9,514	1,313,569		1,323,083
Interest and Other								
<b>TOTAL OPERATING REVENUE</b>	<b>9,266,045</b>	<b>1,705,597</b>	<b>(1,500,000)</b>	<b>9,471,642</b>	<b>53,454,717</b>	<b>7,496,535</b>	<b>(6,000,000)</b>	<b>54,951,252</b>
<b>EXPENSES</b>								
Salaries and Wages	3,209,835			3,209,835	18,456,849			18,456,849
Wages - GTS Temps	105,265			105,265	771,156			771,156
Payroll Taxes	240,940			240,940	1,393,974			1,393,974
Workers Compensation	(139,705)			(139,705)	207,071			207,071
Pension and Retirement	21,259			21,259	123,789			123,789
Unemployment	25,465			25,465	149,284			149,284
Employee Insurance	250,182			250,182	1,500,103			1,500,103
Other Human Services Expense	652			652	3,810			3,810
Occupancy - Rent/Maint/Repairs/Security	2,088,116			2,088,116	12,921,884			12,921,884
Utilities	161,352			161,352	959,925			959,925
Insurance - General Liability	163,765			163,765	989,045			989,045
Telecom and Network	59,120			59,120	312,168			312,168
Legal/Audit/Other Professional Fees	85,695	12		85,707	594,852	35,406		630,258
Supplies	141,877			141,877	888,019			888,019
Client Supportive Services	15,564			15,564	68,733			68,733
Vehicle Expense	424,694			424,694	2,223,436			2,223,436
Conferences/Training/Travel	17,181			17,181	85,926			85,926
Equipment and Software Rent/Maintenance	99,035			99,035	845,652			845,652
Trash Removal	129,437			129,437	686,610			686,610
Gil Dues and Other Dues/Memberships	19,499			19,499	117,015			117,015
Postage and Shipping	19,478			19,478	123,345			123,345
Interest								
Bank Charges/Courier	40,907			40,907	261,689			261,689
Credit Card/Check Fees	113,708			113,708	649,528			649,528
Advertising/Printing/Subscriptions	45,532			45,532	359,161			359,161
Fundraising Events	4,278			4,278	40,418			40,418
Contributions to Goodwill Unrestricted								
Contributions to the Foundation	1,500,000		(1,500,000)	493	6,000,000		(6,000,000)	4,606
Other	493			493	4,606			4,606
<b>TOTAL OPERATING EXPENSE</b>	<b>8,843,624</b>	<b>12</b>	<b>(1,500,000)</b>	<b>7,343,636</b>	<b>50,738,048</b>	<b>35,406</b>	<b>(6,000,000)</b>	<b>44,773,454</b>
<b>EXCESS REVENUES (EXPENSES)</b>	<b>422,421</b>	<b>1,705,585</b>		<b>2,128,006</b>	<b>2,716,669</b>	<b>7,461,129</b>		<b>10,177,798</b>
Depreciation	134,101			134,101	831,332			831,332
<b>CHANGE IN NET ASSETS</b>	<b>288,320</b>	<b>1,705,585</b>		<b>1,993,905</b>	<b>1,885,337</b>	<b>7,461,129</b>		<b>9,346,466</b>
<b>E/R</b>				<b>77.53%</b>				<b>81.48%</b>

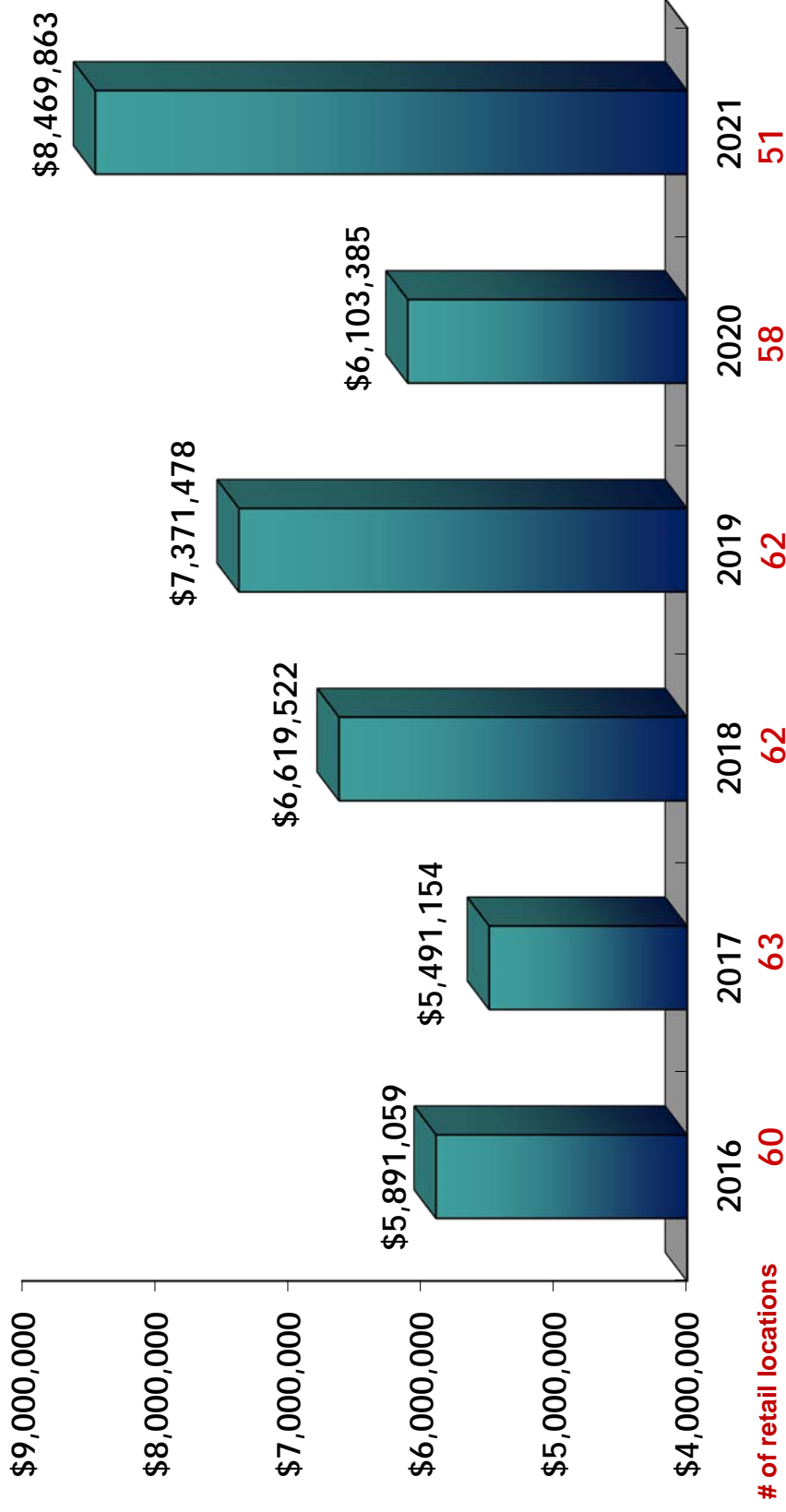
**GOODWILL INDUSTRIES OF HOUSTON  
and THE GOODWILL FOUNDATION  
BALANCE SHEET  
As of June 30, 2021**

	Goodwill Unrestricted	Foundation	Goodwill Unrestricted Foundation Combined
<b>ASSETS</b>			
<i>CURRENT ASSETS:</i>			
Cash and Cash Equivalents	\$5,889,258	\$24,947,020	\$30,836,278
Short-Term Investments		20,001,359	20,001,359
Accounts Receivable	1,724,857		1,724,857
Pledges Receivable			
Inventory	9,064,827		9,064,827
Prepays / Deposits	2,348,335		2,348,335
Due (To)/From - Interfund			
<b>TOTAL CURRENT ASSETS</b>	<b>19,027,277</b>	<b>44,948,379</b>	<b>63,975,656</b>
<i>LONG-TERM ASSETS:</i>			
Long-Term Investments	11,245,857		11,245,857
Property and Equipment - net			
<b>TOTAL LONG-TERM ASSETS</b>	<b>11,245,857</b>		<b>11,245,857</b>
<b>TOTAL ASSETS</b>	<b>30,273,134</b>	<b>44,948,379</b>	<b>75,221,513</b>
<b>LIABILITIES &amp; NET ASSETS</b>			
<i>CURRENT LIABILITIES:</i>			
Accounts Payable	901,304		901,304
Accrued Expenses	9,216,729		9,216,729
Deferred Income	62,411		62,411
Line of Credit			
<b>TOTAL CURRENT LIABILITIES</b>	<b>10,180,444</b>		<b>10,180,444</b>
<i>LONG-TERM LIABILITIES:</i>			
Notes Payable			
<b>TOTAL LIABILITIES</b>	<b>10,180,444</b>		<b>10,180,444</b>
<b>NET ASSETS</b>			
Unrestricted	20,092,690	44,678,519	64,771,209
Permanently Restricted	20,092,690	269,860	269,860
	<b>30,273,134</b>	<b>44,948,379</b>	<b>65,041,069</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>30,273,134</b>	<b>44,948,379</b>	<b>75,221,513</b>

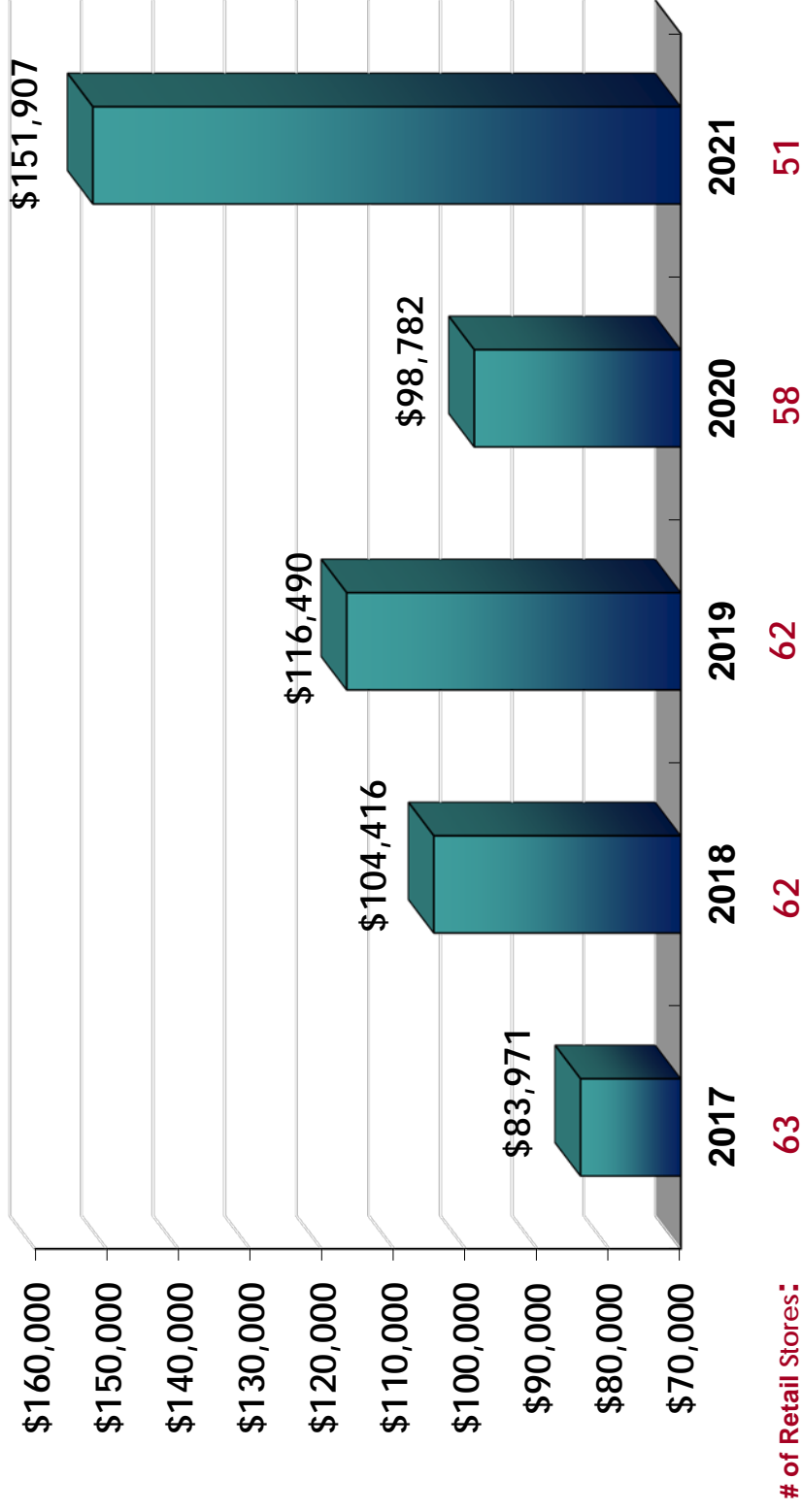


# GOODWILL STORE SALES

## Month of June 2016 to 2021

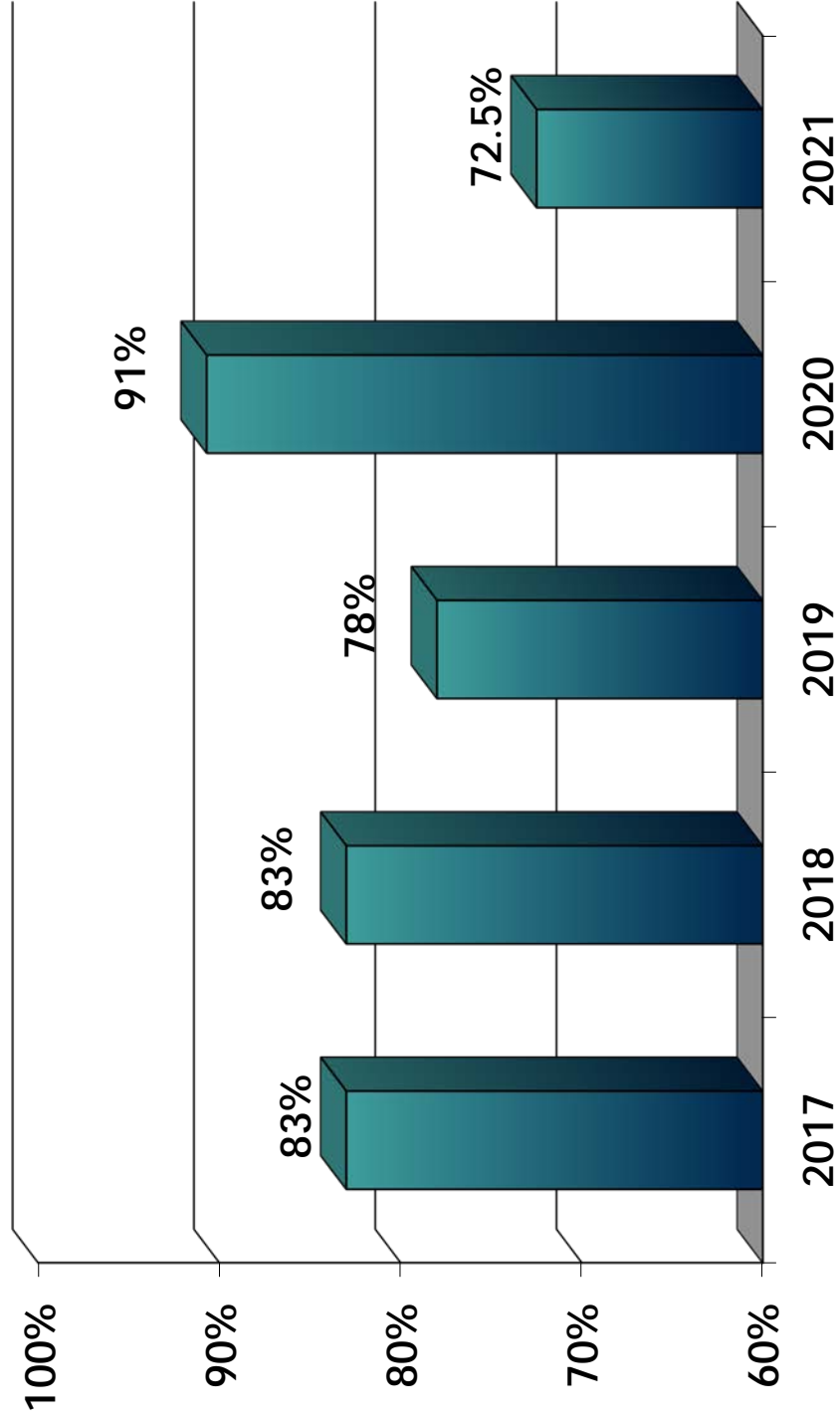


# MONTHLY AVERAGE SALES PER STORE For the Month of - June All Stores



# DONATED GOODS EXPENSE TO REVENUE RATIO

## Years 2017 to 2020 and YTD June 2021





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

		Month			YTD		
		June 2021	June 2020	Same Store NI Inc(Dec)	June 2021	June 2020	Same Store NI Inc(Dec)
Humble	Opened Mar 19, 1993	51,760	27,374	89.1%	287,067	73,950	288.2%
Tomball	Opened Feb 21, 2012	82,992	42,157	96.9%	414,861	69,809	494.3%
West Oaks	Opened Dec 13, 2012	57,610	24,475	135.4%	249,337	(2,683)	9393.2%
Nasa	Opened Oct 01, 2005	55,616	46,251	20.2%	322,778	159,346	102.6%
Atascocita	Opened Aug 07, 2006	39,084	23,328	67.5%	246,327	73,172	236.6%
Jones	Opened Mar16, 2006	25,978	1,199	2066.6%	220,472	(64,890)	439.8%
Galveston	Opened Mar 01, 1987	112,840	89,630	25.9%	512,362	340,372	50.5%
Champions	Opened Feb 17, 2007	51,575	14,585	253.6%	259,617	22,856	1035.9%
Katy	Opened Aug 09, 2007	56,247	21,711	159.1%	302,548	40,021	656.0%
Spring	Opened Sep 01, 2007	45,530	24,478	86.0%	223,231	31,526	608.1%
Missouri City	Opened Nov 06, 2007	53,678	36,438	47.3%	288,620	45,859	529.4%
Piney Point	Opened Jul 01, 2008	98,095	46,806	109.6%	585,428	214,123	173.4%
529	Opened Oct 21, 2008	63,593	39,559	60.8%	331,320	54,627	506.5%
Hwy. 6	Opened Nov 21, 2008	14,430	1,778	711.6%	96,951	(56,260)	272.3%
Conroe	Opened Mar 14, 2009	59,432	40,509	46.7%	342,607	115,639	196.3%
River Oaks	Opened May 28, 2009	239,209	154,696	54.6%	1,322,713	561,765	135.5%
Woodlands	Opened Aug 08, 2009	60,372	48,178	25.3%	350,754	144,002	143.6%
Porter	Opened Sep 15, 2009	88,294	45,995	92.0%	464,413	101,369	358.1%
Baytown	Opened Dec 15, 2009	91,062	65,339	39.4%	508,234	236,775	114.6%
Meyerland	Opened May 11, 2010	56,717	24,349	132.9%	319,757	68,063	369.8%
Kuyk. @ Louetta	Opened Aug 13, 2010	77,098	46,428	66.1%	450,407	180,070	150.1%
Victory Lakes	Opened Aug 28, 2010	100,751	85,938	17.2%	622,559	281,630	121.1%
Fairmont Pkwy	Opened Oct 28, 2010	69,206	43,931	57.5%	303,456	85,765	253.8%
Crossing	Opened May 27, 2011	24,635	13,711	79.7%	188,754	45,767	312.4%
League City	Opened July 26, 2011	73,359	45,920	59.8%	372,455	127,474	192.2%
Uvalde	Opened Dec 31, 2011	(6,257)	4,302	-245.4%	67,208	(31,225)	315.2%
Pasadena	Opened Dec 13, 2011	30,888	14,386	114.7%	188,775	46,068	309.8%
Heights	Opened Feb 23, 2012	110,964	35,481	212.7%	562,999	138,607	306.2%
Clear Lake	Opened July 31, 2012	75,545	57,898	30.5%	393,699	201,080	95.8%
Grant and Louetta	Opened Aug 17, 2012	34,517	29,928	15.3%	236,066	55,557	324.9%
Wilson Road	Opened Sep 19, 2012	33,594	18,858	78.1%	208,776	34,463	505.8%
Katy Ranch	Opened Nov 26, 2012	119,176	53,573	122.5%	552,478	180,198	206.6%
Sealy	Opened Mar 26, 2013	52,890	39,460	34.0%	307,504	141,643	117.1%
Willis	Opened Apr 14, 2013	46,736	23,593	98.1%	278,672	65,468	325.7%
Huntsville	Opened Sep 13, 2013	39,304	40,639	-3.3%	276,821	147,154	88.1%
I-10	Opened Feb 05, 2014	49,378	21,976	124.7%	221,272	50,402	339.0%
Crosby	Opened Sep 06, 2014	19,174	(7,790)	346.1%	122,564	(72,311)	269.5%
Lake Jackson	Opened Dec 15, 2014	60,808	48,868	24.4%	362,091	137,243	163.8%
Fry @ 529	Opened Mar 31, 2015	12,346	(4,819)	356.2%	35,837	(131,555)	127.2%
Willowchase	Opened Jun 19, 2015	23,494	4,209	458.2%	149,803	(84,081)	278.2%
Longmeadow	Opened July 05, 2015	2,960	(8,842)	133.5%	(16,349)	(132,768)	87.7%
Briargrove	Opened July 25, 2015	59,843	38,301	56.2%	345,247	55,583	521.1%
LaPorte	Opened Aug 22, 2015	39,852	36,483	9.2%	215,445	111,846	92.6%
Pearland Plaza	Opened Sep 15, 2015	53,442	36,472	46.5%	312,003	47,373	558.6%
Fairfield	Opened Dec 30, 2015	95,767	66,248	44.6%	496,873	145,026	242.6%
Reading Road	Opened Mar 07, 2016	26,129	8,057	224.3%	105,010	(103,085)	201.9%
Greatwood	Opened Apr 09, 2016	20,462	(3,128)	754.2%	109,537	(125,357)	187.4%
Telfair	Opened Jul 23, 2016	2,438	1,908	27.8%	(1,351)	(138,067)	99.0%
Alvin	Opened Nov 21, 2016	53,534	21,670	147.0%	234,515	(16,029)	1563.1%
Brenham	Opened Apr 23, 2017	18,745	4,481	318.3%	102,230	(66,834)	253.0%
<b>Total</b>		<b>2,824,892</b>	<b>1,636,975</b>	<b>72.6%</b>	<b>15,454,753</b>	<b>3,606,546</b>	<b>328.5%</b>



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

		Month			YTD		
		June 2021	June 2020	Same Store Sales Incr.	June 2021	June 2020	Same Store Sales Incr.
Humble	Opened Mar 19, 1993	140,110	85,929	63.1%	746,236	446,635	67.1%
Tomball	Opened Feb 21, 2012	162,324	100,069	62.2%	877,839	422,347	107.8%
West Oaks	Opened Dec 13, 2012	147,518	99,972	47.6%	758,804	437,707	73.4%
Nasa	Opened Oct 01, 2005	159,078	116,197	36.9%	851,442	605,729	40.6%
Atascocita	Opened Aug 07, 2006	126,870	85,715	48.0%	801,825	473,314	69.4%
Jones	Opened Mar 16, 2006	114,668	67,340	70.3%	735,912	345,135	113.2%
Galveston	Opened Mar 01, 1987	166,900	128,456	29.9%	819,006	582,913	40.5%
Champions	Opened Feb 17, 2007	149,287	74,002	101.7%	756,876	404,367	87.2%
Katy	Opened Aug 09, 2007	134,876	87,956	53.3%	758,575	442,405	71.5%
Spring	Opened Sep 01, 2007	142,312	98,564	44.4%	773,097	458,293	68.7%
Missouri City	Opened Nov 06, 2007	148,612	96,409	54.1%	809,408	491,383	64.7%
Piney Point	Opened Jul 01, 2008	178,683	121,536	47.0%	1,092,442	676,255	61.5%
529	Opened Oct 21, 2008	157,340	107,455	46.4%	887,221	521,698	70.1%
Hwy. 6	Opened Nov 21, 2008	96,930	78,260	23.9%	568,716	405,070	40.4%
Conroe	Opened Mar 14, 2009	168,162	115,928	45.1%	955,626	590,212	61.9%
River Oaks	Opened May 28, 2009	378,353	265,343	42.6%	2,162,088	1,278,324	69.1%
Woodlands	Opened Aug 08, 2009	150,258	109,629	37.1%	870,662	553,068	57.4%
Porter	Opened Sep 15, 2009	212,030	140,059	51.4%	1,180,862	664,708	77.7%
Baytown	Opened Dec 15, 2009	188,363	132,117	42.6%	1,038,107	670,517	54.8%
Meyerland	Opened May 11, 2010	140,636	90,115	56.1%	820,623	466,526	75.9%
Kuyk. @ Louetta	Opened Aug 13, 2010	159,116	107,196	48.4%	965,234	547,497	76.3%
Victory Lakes	Opened Aug 28, 2010	208,104	148,099	40.5%	1,248,120	711,161	75.5%
Fairmont Pkwy	Opened Oct 28, 2010	151,483	90,015	68.3%	782,900	463,176	69.0%
Crossing	Opened May 27, 2011	87,580	71,275	22.9%	581,326	401,169	44.9%
League City	Opened Jul 26, 2011	147,297	96,450	52.7%	824,778	474,152	73.9%
Uvalde	Opened Dec 31, 2011	59,327	64,025	-7.3%	451,086	332,953	35.5%
Pasadena	Opened Dec 13, 2011	108,075	60,494	78.7%	604,192	361,240	67.3%
Heights	Opened Feb 23, 2012	216,416	109,550	97.5%	1,171,675	671,872	74.4%
Clear Lake	Opened Jul 31, 2012	168,946	124,625	35.6%	932,872	622,562	49.8%
Grant and Louetta	Opened Aug 17, 2012	117,944	88,409	33.4%	753,185	493,395	52.7%
Wilson Road	Opened Sep 19, 2012	123,458	84,029	46.9%	723,422	446,113	62.2%
Katy Ranch	Opened Nov 26, 2012	220,657	124,994	76.5%	1,106,955	644,041	71.9%
Sealy	Opened Mar 26, 2013	120,791	91,021	32.7%	697,930	466,376	49.6%
Willis	Opened Apr 14, 2013	124,587	90,923	37.0%	744,121	459,482	61.9%
Huntsville	Opened Sep 13, 2013	149,925	109,638	36.7%	915,650	560,023	63.5%
I-10	Opened Feb 05, 2014	143,279	80,585	77.8%	758,841	467,883	62.2%
Crosby	Opened Sep 06, 2014	152,034	125,815	20.8%	934,971	591,207	58.1%
Lake Jackson	Opened Dec 15, 2014	98,532	74,030	33.1%	584,921	381,249	53.4%
Fry @ 529	Opened Mar 31, 2015	108,471	75,209	44.2%	607,602	376,859	61.2%
Willowchase	Opened Jun 19, 2015	125,021	88,357	41.5%	715,485	415,192	72.3%
Longmeadow	Opened Jul 05, 2015	170,604	135,743	25.7%	1,009,288	617,320	63.5%
Briargrove	Opened Jul 25, 2015	103,746	82,426	25.9%	570,875	416,901	36.9%
LaPorte	Opened Aug 22, 2015	121,845	99,132	22.9%	722,490	527,612	36.9%
Pearland Plaza	Opened Sep 15, 2015	155,599	113,255	37.4%	895,790	506,922	76.7%
Fairfield	Opened Dec 30, 2015	206,212	149,375	38.0%	1,162,556	728,499	59.6%
Reading Rd	Opened Mar 07, 2016	131,840	90,004	46.5%	694,144	415,623	67.0%
Greatwood	Opened Apr 09, 2016	118,362	82,455	43.5%	702,753	408,644	72.0%
Telfair	Opened Jul 23, 2016	92,060	81,298	13.2%	573,526	375,823	52.6%
Alvin	Opened Nov 21, 2016	161,036	98,730	63.1%	853,203	491,504	73.6%
Brenham	Opened Apr 23, 2017	105,608	80,821	30.7%	626,937	390,141	60.7%
<b>Total</b>		<b>7,421,265</b>	<b>5,119,029</b>	<b>45.0%</b>	<b>42,182,195</b>	<b>25,703,197</b>	<b>64.1%</b>



# Goodwill Industries of Houston

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

### Year to Date June 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	Donors SqFt Last Yr	Sales Per SqFt	Monthly Rent and CAMS
Central	Briargrove	5279	8,105	7,303	10.98%	12,352	10,465	18.03%	20,457	17,768	15.13%	4.15	203.73	\$	\$ 45,292.76
Central	Greatwood	5275	11,119	8,892	25.04%	5,884	1,003	486.64%	17,003	9,895	71.83%	3.80	156.01	\$	\$ 44,787.50
Central	Hwy 6	5234	9,879	6,263	57.74%	5,088	8,274	-38.51%	14,967	14,537	2.96%	3.32	126.87	\$	\$ 35,544.00
Central	Longmeadow	5269	14,547	9,036	60.99%	-	5,300	-	14,547	14,336	1.47%	3.08	119.25	\$	\$ 46,024.00
Central	Meyerland	5245	11,246	7,557	48.82%	9,207	6,387	44.15%	20,453	13,944	46.68%	5.43	221.91	\$	\$ 25,820.00
Central	Missouri City	5231	17,142	16,322	5.02%	-	-	-	17,142	16,322	5.02%	4.45	208.95	\$	\$ 22,375.00
Central	Piney Point	5232	9,943	8,075	23.13%	12,513	9,987	25.29%	22,456	18,062	24.33%	5.87	283.33	\$	\$ 22,494.76
Central	Reading Road	5182	11,773	8,338	41.20%	2,017	5,087	-60.35%	13,790	13,425	2.72%	3.02	151.42	\$	\$ 45,489.50
Central	River Oaks	5237	27,185	15,968	70.25%	7,400	6,598	12.16%	34,585	22,566	53.26%	7.15	445.70	\$	\$ 29,666.01
Central	Telfair	5173	6,637	5,985	10.89%	4,508	1,674	169.30%	11,145	7,659	45.52%	2.47	125.22	\$	\$ 45,750.00
Central	The Crossing	5253	8,459	5,591	51.30%	6,918	1,849	274.15%	15,377	7,440	106.68%	4.74	174.30	\$	\$ 23,971.64
Central	West Oaks	5210	10,336	5,229	97.67%	7,231	6,526	10.80%	17,567	11,755	49.44%	3.77	162.32	\$	\$ 27,708.67
North	Atascocita	5216	27,177	18,830	44.33%	362	6,537	-94.46%	27,539	25,367	8.56%	6.10	177.12	\$	\$ 27,483.96
North	Champions	5228	5,344	3,819	39.93%	14,436	9,176	57.32%	19,780	12,995	52.21%	4.24	161.60	\$	\$ 28,726.47
North	Conroe	5236	18,818	15,679	20.02%	837	7,871	-89.37%	19,655	23,550	-16.54%	4.40	213.25	\$	\$ 32,783.52
North	Crosby	5270	7,839	6,082	28.89%	11,235	-	#DIV/0!	19,074	6,082	213.61%	4.18	127.50	\$	\$ 22,166.67
North	Humble	5187	5,895	3,623	62.71%	17,902	4,096	337.06%	23,797	7,719	208.29%	5.35	167.41	\$	\$ 18,071.35
North	Huntsville	5266	11,467	8,903	28.80%	18,041	-	#DIV/0!	29,508	8,903	231.44%	6.68	206.79	\$	\$ 26,344.54
North	Kuykendahl & Louetta	5247	12,151	10,809	12.42%	11,611	4,642	-	23,762	15,451	53.79%	5.37	217.19	\$	\$ 26,626.05
North	Porter	5241	11,164	8,575	30.19%	16,454	11,608	41.75%	27,618	20,183	36.84%	4.21	179.20	\$	\$ 41,598.53
North	Spring	5230	11,302	6,941	62.83%	3,462	6,255	-44.65%	14,764	13,196	11.88%	3.34	181.25	\$	\$ 26,113.33
North	Uvalde	5255	5,663	3,314	70.88%	9,967	5,640	76.72%	15,630	8,954	74.56%	3.71	107.65	\$	\$ 22,182.94
North	Willis	5264	11,248	7,934	41.77%	7,253	-	#DIV/0!	18,501	7,934	133.19%	4.74	178.01	\$	\$ 24,462.43
North	Wilson Road	5259	11,456	7,413	54.54%	-	-	#DIV/0!	11,456	7,413	54.54%	2.80	169.19	\$	\$ 30,136.56
North	Woodlands	5238	18,745	17,350	8.04%	977	-	-	19,722	17,350	13.67%	4.50	197.64	\$	\$ 24,260.17
South	Alvin	5172	12,772	8,579	48.88%	11,236	5,168	117.41%	24,008	13,747	74.64%	5.28	186.89	\$	\$ 37,540.00
South	Baytown	5239	16,314	13,319	22.49%	6,589	6,366	3.50%	22,903	19,685	16.35%	5.31	239.38	\$	\$ 23,703.57
South	Clear Lake	5261	29,476	17,647	67.03%	1,061	-	-	30,537	17,647	73.04%	6.93	210.74	\$	\$ 25,595.75
South	Fairmont	5248	12,558	10,631	18.13%	9,409	5,711	64.75%	21,967	16,342	34.42%	5.82	205.56	\$	\$ 25,139.68
South	Galveston	5220	12,091	9,447	27.99%	4,778	4,069	17.42%	16,869	13,516	24.81%	4.07	196.85	\$	\$ -
South	I-10 East	5201	4,423	3,206	37.96%	12,139	6,744	80.00%	16,562	9,950	66.45%	3.18	145.51	\$	\$ 28,419.01
South	La Porte	5271	7,365	5,704	29.12%	9,815	305	-	17,180	6,009	185.90%	3.68	153.89	\$	\$ 32,721.00



# Goodwill Industries of Houston

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

### Year to Date June 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
South	Lake Jackson	5268	16,328	12,233	33.48%	1,626	-	#DIV/0!	17,954	12,233	46.77%	3.75	\$ 194.76	\$ 31,329.00
South	League City	5254	7,891	6,227	26.72%	7,235	9,341	-22.55%	15,126	15,568	-2.84%	3.60	\$ 195.52	\$ 15,568.00
South	Nasa	5211	10,326	7,714	33.86%	8,795	8,548	2.89%	19,121	16,262	17.58%	4.47	\$ 198.22	\$ 25,752.55
South	Pasadena	5256	6,130	3,840	59.64%	9,789	-	#DIV/0!	15,919	3,840	314.56%	4.28	\$ 162.02	\$ 20,628.04
South	Pearland Plaza	5277	18,730	13,674	36.98%	-	-	-	18,730	13,674	36.98%	3.70	\$ 175.16	\$ 30,009.64
South	Victory Lakes	5249	16,329	12,059	35.41%	7,131	-	#DIV/0!	23,460	12,059	94.54%	5.92	\$ 313.66	\$ 24,243.42
West	529	5233	27,893	12,068	131.13%	172	-	-	28,065	12,068	132.56%	6.20	\$ 192.72	\$ 35,281.05
West	Brenham	5174	6,487	5,674	14.33%	470	11,181	-95.80%	6,957	16,855	-58.72%	1.61	\$ 144.62	\$ 38,763.00
West	Fairfield	5274	16,523	14,914	10.79%	-	6,681	-100.00%	16,523	21,595	-23.49%	3.52	\$ 247.02	\$ 44,910.00
West	Fry & 529	5272	9,363	5,803	61.35%	6,357	-	#DIV/0!	15,720	5,803	170.89%	3.27	\$ 127.30	\$ 43,040.00
West	Grant & Louetta	5260	17,635	9,246	90.73%	129	-	-	17,764	9,246	92.13%	4.34	\$ 182.58	\$ 32,133.15
West	Heights	5257	18,874	16,360	15.37%	6,723	2,325	-	25,597	18,685	36.99%	5.91	\$ 269.48	\$ 33,110.03
West	Jones	5219	8,812	6,426	37.13%	5,824	-	-	14,636	6,426	127.76%	2.82	\$ 141.10	\$ 27,963.00
West	Katy	5229	13,213	9,864	33.95%	694	-	-	13,907	9,864	40.99%	3.06	\$ 166.54	\$ 28,251.26
West	Katy Ranch	5262	15,358	11,306	35.84%	8,017	2,538	-	23,375	13,844	68.85%	5.12	\$ 241.43	\$ 32,007.91
West	Sealy	5265	5,299	4,438	19.40%	4,140	7,589	-	9,439	12,027	-21.52%	2.23	\$ 164.25	\$ 16,244.08
West	Tomball	5263	11,046	10,045	9.97%	6,648	2,827	135.16%	17,694	12,872	37.46%	3.87	\$ 192.43	\$ 20,621.07
West	Willowchase	5276	5,682	5,425	4.74%	9,452	-	-	15,134	5,425	178.97%	3.36	\$ 158.32	\$ 42,126.13

## Goodwill Industries of Houston

### 12 Month Rolling Monthly Financial Statements

	July 2020	August 2020	September 2020	October 2020	November 2020	December 2020	January 2021	February 2021	March 2021	April 2021	May 2021	June 2021	YTD
<b>REVENUES</b>													
Store Sales	\$5,866,945	\$6,394,986	\$6,864,542	\$7,749,108	\$7,124,818	\$7,342,494	\$8,066,747	\$6,101,558	\$9,124,597	\$8,457,456	\$8,541,553	\$8,469,863	\$90,104,667
Salvage Sales	418,840	374,963	311,173	361,229	339,354	419,588	410,217	337,032	554,605	464,120	484,927	496,433	4,972,481
Workforce and Grants	138,508	97,008	105,019	83,770	202,031	196,343	67,491	64,101	91,539	69,822	97,855	90,043	1,303,530
Temporary Services	100,364	137,244	140,411	173,264	148,190	184,844	249,453	172,943	213,083	242,717	178,969	165,511	2,106,993
Fundraising Events	5,000	1,500			(2,150)				23,510	22,620	20,269	13,503	84,252
Investment and Other	785	347	47,410	53,703	939	733,638	1,798	1,079	1,143	1,041	2,667	1,786	846,336
<b>TOTAL OPERATING REVENUE</b>	<b>6,530,442</b>	<b>7,006,048</b>	<b>7,468,555</b>	<b>8,421,074</b>	<b>7,815,332</b>	<b>8,874,757</b>	<b>8,795,706</b>	<b>6,676,713</b>	<b>10,008,477</b>	<b>9,257,776</b>	<b>9,326,240</b>	<b>9,237,139</b>	<b>99,418,259</b>
<b>EXPENSES</b>													
Salaries and Wages	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	2,990,248	3,209,835	33,861,802
Wages - GTS Temps	59,607	81,855	85,168	100,606	94,377	118,561	151,725	131,720	129,203	146,194	107,049	105,265	1,311,330
Payroll Taxes	178,355	180,051	186,166	203,393	202,459	169,610	232,143	218,197	234,505	243,319	224,871	240,940	2,514,009
Workers Compensation	32,004	31,815	85,784	90,802	103,293	193,614	73,716	63,067	70,428	74,953	64,613	(139,705)	744,384
Pension and Retirement	16,500	16,265	16,719	38,063	18,907	21,856	20,491	18,899	21,238	21,259	19,465	21,259	252,098
Unemployment	200,000	100,000	200,000	150,000	147,496	52,443	24,894	22,848	25,515	27,154	23,408	25,465	999,223
Employee Insurance	242,447	246,989	231,771	253,275	230,512	(82,696)	250,556	234,234	272,494	243,936	248,701	250,182	2,622,401
Other Human Services Expense	322		71	1,741	121	5,733	1,523	429	762	401	42	652	11,797
Occupancy - Rent/Maint/Repairs/Security	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	2,116,762	2,018,509	2,088,116	26,162,728
Utilities	174,515	170,074	211,510	183,280	163,355	211,566	167,650	154,346	188,483	135,758	152,336	161,352	2,074,225
Insurance - General Liability	159,764	152,865	153,394	132,259	154,727	153,289	165,336	173,154	158,421	164,390	163,979	163,765	1,895,343
Telecom and Network	48,997	48,668	48,421	47,277	46,378	48,957	49,880	44,430	58,088	48,166	52,483	59,120	600,865
Legal/Audit/Other Professional Fees	71,750	49,854	61,784	92,978	70,989	109,263	135,169	145,141	83,348	88,594	76,904	85,695	1,051,469
Supplies	125,319	211,493	223,628	154,013	86,969	179,507	158,914	151,514	137,883	159,458	138,374	141,877	1,868,949
Client Supportive Services	39,125	5,110	13,514	10,448	12,767	31,239	5,250	5,257	8,508	13,511	20,643	15,564	180,936
Vehicle Expense	332,491	311,385	490,621	381,159	379,133	542,460	360,002	303,656	366,147	383,406	385,531	424,694	4,660,685
Conferences/Training/Travel	4,001	4,368	4,987	8,852	8,600	49,922	8,057	10,198	23,359	12,680	14,451	17,181	166,656
Equipment and Software Rent/Maintenance	142,271	172,574	155,791	164,262	180,221	161,471	146,406	159,077	159,767	164,481	116,886	99,035	1,822,242
Trash Removal	105,336	110,812	118,213	101,565	110,691	146,125	116,763	109,381	101,636	115,090	114,303	129,437	1,379,352
Gift Dues and Other Dues/Memberships	20,946	17,340	16,956	19,404	19,206	27,018	18,566	22,490	17,962	19,873	18,625	19,499	237,885
Postage and Shipping	24,349	19,596	11,093	22,041	17,415	20,965	22,032	13,047	24,723	17,559	26,508	19,478	238,806
Bank Charges/Delivery	42,706	40,731	40,389	41,859	42,758	69,512	50,642	43,074	40,344	43,777	42,946	40,907	539,645
Credit Card/Check Fees	83,477	95,128	83,994	113,009	103,094	79,337	104,761	113,196	114,782	113,196	111,529	113,708	1,207,568
Advertising/Printing/Subscriptions	57,476	60,193	66,940	61,563	85,927	82,402	42,567	43,994	86,612	52,020	88,436	45,532	773,662
Fundraising Events													
Other	35,617	9,209	5,965	4,356	2,314	21,172	227	1,213	1,158	405	1,110	493	83,239
<b>TOTAL OPERATING EXPENSE</b>	<b>6,904,300</b>	<b>6,790,535</b>	<b>7,245,488</b>	<b>7,384,851</b>	<b>7,252,172</b>	<b>6,986,320</b>	<b>7,729,323</b>	<b>7,218,619</b>	<b>7,653,877</b>	<b>7,552,061</b>	<b>7,240,547</b>	<b>7,343,624</b>	<b>87,301,717</b>
<b>Excess Revenue/(Expense) Before Contributions and Depreciation</b>	<b>(373,858)</b>	<b>215,513</b>	<b>223,067</b>	<b>1,036,223</b>	<b>563,160</b>	<b>1,888,437</b>	<b>1,066,383</b>	<b>(541,906)</b>	<b>2,354,600</b>	<b>1,705,715</b>	<b>2,085,693</b>	<b>1,893,515</b>	<b>12,116,542</b>





## Goodwill Houston Metrics

### Years 2015 to 2020 and Year to Date June 2020 and 2021

	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2019	FYE 2020	6 months 2020	6 months 2021	Benchmark
<b>Store Sales</b>									
as a % of total revenues	86.3%	87.3%	88.0%	88.7%	89.8%	90.4%	91.3%	91.5%	85.0%
Number of Stores	60	62	63	62	60	56	58	51	
<b>Total Revenues</b>	77,404,801	83,219,512	80,531,872	91,145,677	99,316,113	79,916,904	33,819,605	53,302,050	
<b>Salaries and Wages</b>	30,678,146	33,845,919	32,407,328	37,620,210	38,677,119	32,269,681	16,333,862	19,228,005	
as a % of total revenues	39.6%	40.7%	40.2%	41.3%	38.9%	40.4%	48.3%	36.1%	38.0%
<b>Employee Insurance</b>	3,658,517	3,511,610	2,612,684	2,683,844	2,709,228	2,499,009	1,375,347	1,500,103	
as a % of total revenues	4.7%	4.2%	3.2%	2.9%	2.7%	3.1%	4.1%	2.8%	4.0%
Health Ins. enrollees on the last day of the year/month	474	472	339	364	325	395	482	463	
<b>Occupancy - Rent/Maint/Repairs/Security</b>	21,912,001	24,849,467	26,509,435	26,859,269	27,275,160	26,825,070	13,433,676	12,921,884	
as a % of total revenues	28.3%	29.9%	32.9%	29.5%	27.5%	33.6%	39.7%	24.2%	30.0%
<b>Rents</b>	15,550,489	17,924,313	18,561,494	18,644,249	18,545,883	18,099,669	9,119,528	8,815,156	
<b>Cams</b>	5,318,779	5,727,617	6,411,015	6,820,514	7,080,925	7,256,706	3,639,881	3,269,815	
<b>Total Operating Expenses</b>	74,965,537	82,459,807	80,181,542	86,295,085	88,625,112	83,119,629	40,405,636	44,738,048	
as a % of total revenues	96.8%	99.1%	99.6%	94.7%	89.2%	104.0%	119.5%	83.9%	96.0%
<b>Net Income before Depreciation and Contributions</b>	2,439,264	759,705	350,330	4,850,592	10,691,001	(3,202,725)	(6,586,031)	8,564,002	
as a % of total revenues	3.2%	0.9%	0.4%	5.3%	10.8%	-4.0%	-19.5%	16.1%	4.0%
<b>Donated Goods Expenses/Revenues</b>	76.0%	79.0%	82.4%	83.4%	78.0%	93.2%	105.0%	72.5%	76-79%
<b>Mission Support</b>	1,712,858	1,553,753	944,455	1,553,176	1,852,967	1,475,078	880,976	881,332	1,000,000
<b>Donations</b>	1,541,970	1,741,263	1,773,477	1,727,072	1,954,530	1,734,810	765,120	1,008,935	4.00
Donations per square foot	3.25	3.19	3.15	3.18	3.62	3.43	2.94	4.43	
<b>Sales per square foot</b>	138.64	129.50	121.20	142.63	160.86	141.97	112.17	195.95	130.00
<b>Same Store Sales - Increase (Decrease)</b>	2.6%	-2.2%	-6.2%	16.1%	10.8%	-17.8%	-27.9%	64.1%	3.0%

Date Opened	2021				2020				2019				2018				YTD Total
	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	YTD Total	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	YTD Total	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	YTD Total		
Humble	\$351,561	\$394,675	\$279,426	\$315,306	\$1,041,367	\$279,426	\$315,306	\$279,426	\$315,306	\$1,041,367	\$279,426	\$315,306	\$279,426	\$315,306	\$1,041,367		
290	\$44,476	\$136,521	\$260,777	\$295,154	\$970,932	\$260,777	\$295,154	\$260,777	\$295,154	\$970,932	\$260,777	\$295,154	\$260,777	\$295,154	\$970,932		
Tomball	\$412,158	\$465,662	\$307,340	\$378,172	\$1,107,859	\$307,340	\$378,172	\$307,340	\$378,172	\$1,107,859	\$307,340	\$378,172	\$307,340	\$378,172	\$1,107,859		
Galveston	\$358,457	\$460,549	\$337,705	\$358,493	\$1,279,111	\$337,705	\$358,493	\$337,705	\$358,493	\$1,279,111	\$337,705	\$358,493	\$337,705	\$358,493	\$1,279,111		
I-10 East	\$360,955	\$397,886	\$299,210	\$354,426	\$1,121,518	\$299,210	\$354,426	\$299,210	\$354,426	\$1,121,518	\$299,210	\$354,426	\$299,210	\$354,426	\$1,121,518		
West Oaks	\$344,877	\$413,927	\$309,458	\$351,757	\$1,098,922	\$309,458	\$351,757	\$309,458	\$351,757	\$1,098,922	\$309,458	\$351,757	\$309,458	\$351,757	\$1,098,922		
Town & Country	\$333,124	\$413,927	\$309,458	\$351,757	\$1,098,922	\$309,458	\$351,757	\$309,458	\$351,757	\$1,098,922	\$309,458	\$351,757	\$309,458	\$351,757	\$1,098,922		
Atascocita	\$410,418	\$391,407	\$378,993	\$440,781	\$1,293,089	\$378,993	\$440,781	\$378,993	\$440,781	\$1,293,089	\$378,993	\$440,781	\$378,993	\$440,781	\$1,293,089		
Jones Road	\$367,073	\$368,838	\$205,933	\$305,883	\$856,951	\$205,933	\$305,883	\$205,933	\$305,883	\$856,951	\$205,933	\$305,883	\$205,933	\$305,883	\$856,951		
Nasa	\$394,656	\$456,785	\$319,952	\$413,015	\$1,393,696	\$319,952	\$413,015	\$319,952	\$413,015	\$1,393,696	\$319,952	\$413,015	\$319,952	\$413,015	\$1,393,696		
Champions	\$319,408	\$437,466	\$244,952	\$304,985	\$996,831	\$244,952	\$304,985	\$244,952	\$304,985	\$996,831	\$244,952	\$304,985	\$244,952	\$304,985	\$996,831		
Katy	\$353,895	\$404,680	\$319,050	\$359,206	\$1,120,660	\$319,050	\$359,206	\$319,050	\$359,206	\$1,120,660	\$319,050	\$359,206	\$319,050	\$359,206	\$1,120,660		
Spring	\$352,368	\$420,729	\$332,335	\$333,980	\$1,124,610	\$332,335	\$333,980	\$332,335	\$333,980	\$1,124,610	\$332,335	\$333,980	\$332,335	\$333,980	\$1,124,610		
Missouri City	\$349,314	\$460,134	\$289,371	\$303,386	\$1,084,140	\$289,371	\$303,386	\$289,371	\$303,386	\$1,084,140	\$289,371	\$303,386	\$289,371	\$303,386	\$1,084,140		
Piney Point	\$538,917	\$553,524	\$395,923	\$517,294	\$1,599,474	\$395,923	\$517,294	\$395,923	\$517,294	\$1,599,474	\$395,923	\$517,294	\$395,923	\$517,294	\$1,599,474		
529	\$419,847	\$467,374	\$362,229	\$430,151	\$1,314,079	\$362,229	\$430,151	\$362,229	\$430,151	\$1,314,079	\$362,229	\$430,151	\$362,229	\$430,151	\$1,314,079		
Hwy 6	\$279,550	\$289,208	\$254,042	\$301,178	\$960,290	\$254,042	\$301,178	\$254,042	\$301,178	\$960,290	\$254,042	\$301,178	\$254,042	\$301,178	\$960,290		
Conroe	\$449,364	\$506,262	\$392,297	\$417,348	\$1,399,859	\$392,297	\$417,348	\$392,297	\$417,348	\$1,399,859	\$392,297	\$417,348	\$392,297	\$417,348	\$1,399,859		
River Oaks	\$1,004,666	\$1,157,422	\$888,799	\$955,191	\$3,122,382	\$888,799	\$955,191	\$888,799	\$955,191	\$3,122,382	\$888,799	\$955,191	\$888,799	\$955,191	\$3,122,382		
Woodlands	\$416,145	\$454,516	\$372,375	\$413,294	\$1,338,738	\$372,375	\$413,294	\$372,375	\$413,294	\$1,338,738	\$372,375	\$413,294	\$372,375	\$413,294	\$1,338,738		
Porter	\$556,989	\$623,873	\$479,405	\$515,673	\$1,659,796	\$479,405	\$515,673	\$479,405	\$515,673	\$1,659,796	\$479,405	\$515,673	\$479,405	\$515,673	\$1,659,796		
Sabco	\$232,428	\$121,206	\$50,118	\$464,309	\$394,792	\$50,118	\$464,309	\$50,118	\$464,309	\$394,792	\$50,118	\$464,309	\$50,118	\$464,309	\$394,792		
Baytown	\$484,353	\$553,754	\$330,358	\$464,309	\$1,465,184	\$330,358	\$464,309	\$330,358	\$464,309	\$1,465,184	\$330,358	\$464,309	\$330,358	\$464,309	\$1,465,184		
249 @ Louetta					\$350,577					\$350,577					\$350,577		
Westheimer/DA	\$380,092	\$440,530	\$211,526	\$331,691	\$1,009,742	\$211,526	\$331,691	\$211,526	\$331,691	\$1,009,742	\$211,526	\$331,691	\$211,526	\$331,691	\$1,009,742		
Meyerland	\$472,455	\$492,683	\$357,486	\$424,746	\$1,392,729	\$357,486	\$424,746	\$357,486	\$424,746	\$1,392,729	\$357,486	\$424,746	\$357,486	\$424,746	\$1,392,729		
Kuyk @ Louetta	\$611,218	\$636,903	\$496,617	\$545,373	\$1,753,151	\$496,617	\$545,373	\$496,617	\$545,373	\$1,753,151	\$496,617	\$545,373	\$496,617	\$545,373	\$1,753,151		
Victory Lakes	\$347,184	\$435,718	\$325,706	\$329,674	\$1,118,557	\$325,706	\$329,674	\$325,706	\$329,674	\$1,118,557	\$325,706	\$329,674	\$325,706	\$329,674	\$1,118,557		
Fairmont	\$183,737	\$215,249	\$188,950	\$198,463	\$716,642	\$188,950	\$198,463	\$188,950	\$198,463	\$716,642	\$188,950	\$198,463	\$188,950	\$198,463	\$716,642		
I-45 @ 1960	\$60,516	\$248,620	\$252,512	\$264,421	\$895,287	\$252,512	\$264,421	\$252,512	\$264,421	\$895,287	\$252,512	\$264,421	\$252,512	\$264,421	\$895,287		
West Road	\$351,920	\$245,932	\$138,507	\$268,120	\$864,967	\$138,507	\$268,120	\$138,507	\$268,120	\$864,967	\$138,507	\$268,120	\$138,507	\$268,120	\$864,967		
Fry @ Saums	\$291,365	\$60,555	\$292,107	\$346,192	\$1,040,304	\$292,107	\$346,192	\$292,107	\$346,192	\$1,040,304	\$292,107	\$346,192	\$292,107	\$346,192	\$1,040,304		
Lakeshore	\$296,496	\$30,997	\$229,638	\$321,322	\$952,129	\$229,638	\$321,322	\$229,638	\$321,322	\$952,129	\$229,638	\$321,322	\$229,638	\$321,322	\$952,129		
Crossing	\$305,056	\$276,272	\$140,351	\$229,638	\$952,129	\$140,351	\$229,638	\$140,351	\$229,638	\$952,129	\$140,351	\$229,638	\$140,351	\$229,638	\$952,129		
League City	\$387,208	\$437,577	\$270,075	\$329,911	\$1,074,137	\$270,075	\$329,911	\$270,075	\$329,911	\$1,074,137	\$270,075	\$329,911	\$270,075	\$329,911	\$1,074,137		
Uvalde	\$235,895	\$215,198	\$201,173	\$185,949	\$748,972	\$201,173	\$185,949	\$201,173	\$185,949	\$748,972	\$201,173	\$185,949	\$201,173	\$185,949	\$748,972		
Pasadena	\$292,146	\$311,987	\$192,883	\$279,055	\$853,179	\$192,883	\$279,055	\$192,883	\$279,055	\$853,179	\$192,883	\$279,055	\$192,883	\$279,055	\$853,179		
Texas City																	
Heights	\$547,920	\$623,738	\$405,569	\$472,653	\$1,550,095	\$405,569	\$472,653	\$405,569	\$472,653	\$1,550,095	\$405,569	\$472,653	\$405,569	\$472,653	\$1,550,095		
Clear Lake	\$430,046	\$502,826	\$399,914	\$410,707	\$1,433,182	\$399,914	\$410,707	\$399,914	\$410,707	\$1,433,182	\$399,914	\$410,707	\$399,914	\$410,707	\$1,433,182		
Grant and Louetta	\$377,238	\$375,947	\$275,581	\$371,283	\$1,140,259	\$275,581	\$371,283	\$275,581	\$371,283	\$1,140,259	\$275,581	\$371,283	\$275,581	\$371,283	\$1,140,259		
Wilson Road	\$355,553	\$367,869	\$247,679	\$297,560	\$991,352	\$247,679	\$297,560	\$247,679	\$297,560	\$991,352	\$247,679	\$297,560	\$247,679	\$297,560	\$991,352		
Katy Ranch	\$466,996	\$639,959	\$397,799	\$489,050	\$1,530,891	\$397,799	\$489,050	\$397,799	\$489,050	\$1,530,891	\$397,799	\$489,050	\$397,799	\$489,050	\$1,530,891		
Sealy	\$328,902	\$369,027	\$303,051	\$319,786	\$1,050,821	\$303,051	\$319,786	\$303,051	\$319,786	\$1,050,821	\$303,051	\$319,786	\$303,051	\$319,786	\$1,050,821		
Willis	\$371,466	\$372,655	\$286,036	\$305,303	\$1,050,821	\$286,036	\$305,303	\$286,036	\$305,303	\$1,050,821	\$286,036	\$305,303	\$286,036	\$305,303	\$1,050,821		
Huntsville	\$430,640	\$485,009	\$357,420	\$402,170	\$1,319,613	\$357,420	\$402,170	\$357,420	\$402,170	\$1,319,613	\$357,420	\$402,170	\$357,420	\$402,170	\$1,319,613		
Greenspoint			\$96,896	\$257,477	\$889,482					\$889,482					\$889,482		
Crosby	\$274,757	\$310,164	\$250,754	\$257,477	\$889,482	\$250,754	\$257,477	\$250,754	\$257,477	\$889,482	\$250,754	\$257,477	\$250,754	\$257,477	\$889,482		
Lake Jackson	\$472,107	\$462,864	\$310,421	\$403,779	\$1,305,408	\$310,421	\$403,779	\$310,421	\$403,779	\$1,305,408	\$310,421	\$403,779	\$310,421	\$403,779	\$1,305,408		
Fry @ 529	\$285,487	\$322,115	\$262,490	\$263,383	\$992,732	\$262,490	\$263,383	\$262,490	\$263,383	\$992,732	\$262,490	\$263,383	\$262,490	\$263,383	\$992,732		
Gessner																	
Willowchase	\$348,923	\$366,562	\$257,354	\$298,219	\$970,766	\$257,354	\$298,219	\$257,354	\$298,219	\$970,766	\$257,354	\$298,219	\$257,354	\$298,219	\$970,766		
Longmeadow	\$267,433	\$303,441	\$196,507	\$237,270	\$850,676	\$196,507	\$237,270	\$196,507	\$237,270	\$850,676	\$196,507	\$237,270	\$196,507	\$237,270	\$850,676		
Briar Grove	\$487,521	\$521,768	\$353,861	\$466,652	\$1,437,892	\$353,861	\$466,652	\$353,861	\$466,652	\$1,437,892	\$353,861	\$466,652	\$353,861	\$466,652	\$1,437,892		
LaPorte	\$351,665	\$370,825	\$343,958	\$355,376	\$1,226,946	\$343,958	\$355,376	\$343,958	\$355,376	\$1,226,946	\$343,958	\$355,376	\$343,958	\$355,376	\$1,226,946		
Pearland Plaza	\$440,435	\$455,355	\$375,484	\$414,991	\$1,297,396	\$375,484	\$414,991	\$375,484	\$414,991	\$1,297,396	\$375,484	\$414,991	\$375,484	\$414,991	\$1,297,396		
Long Point																	
Fairfield	\$544,032	\$618,524	\$486,376	\$502,130	\$1,717,005	\$486,376	\$502,130	\$486,376	\$502,130	\$1,717,005	\$486,376	\$502,130	\$486,376	\$502,130	\$1,717,005		
Reading Rd	\$332,178	\$361,966	\$300,931	\$313,388	\$1,029,942	\$300,931	\$313,388	\$300,931	\$313,388	\$1,029,942	\$300,931	\$313,388	\$300,931	\$313,388	\$1,029,942		
Greenwood	\$329,000	\$373,752	\$244,446	\$315,364	\$997,202	\$244,446	\$315,364	\$244,446	\$315,364	\$997,202	\$244,446	\$315,364	\$244,446	\$315,364	\$997,202		
Telfair	\$284,490	\$289,036	\$241,429	\$275,749	\$893,001	\$241,429	\$275,749	\$241,429	\$275,749	\$893,001	\$241,429	\$275,749	\$241,429	\$275,749	\$893,001		
Alvin	\$399,666	\$453,536	\$310,210	\$343,260	\$1,145,014	\$310,210	\$343,260	\$310,210	\$343,260	\$1,145,014	\$310,210	\$343,260	\$310,210	\$343,260	\$1,145,014		
Brenham	\$283,219	\$343,718	\$230,718	\$268,403	\$889,263	\$230,718	\$268,403	\$230,718	\$268,403	\$889,263	\$230,718	\$268,403	\$230,718	\$268,403	\$889,263		
City Centre	\$348,139	\$997,469															
Total Store Sales	\$21,523,752	\$22,327,765	\$17,938,474	\$20													