



THE COMMUNITY GAVE TO GOODWILL

	2012	2013	2014	2015	2016
Sales (Clothing, Furniture, and Other Items)	\$6,343,975	\$6,819,718	\$7,078,817	\$7,276,217	\$7,573,057
Rehabilitation Services	\$5,582,671	\$5,983,347	\$5,910,534	\$6,259,855	\$7,440,762
Public Support	\$110,486	\$26,958	\$25,927	\$333,420	\$124,370
Other Income	\$46,720	\$58,978	\$28,669	\$55,922	\$34,908
Total	\$12,083,852	\$12,889,001	\$13,043,947	\$13,914,303	\$15,173,097

GOODWILL GAVE TO THE COMMUNITY

	2012	2013	2014	2015	2016
Wages	\$7,807,456	\$8,158,012	\$8,335,486	\$8,654,169	\$9,531,952
Payroll Taxes and Benefits	\$1,398,918	\$1,438,856	\$1,561,486	\$1,751,228	\$1,953,289
Total Payroll Expenses	\$9,206,374	\$9,596,868	\$9,896,972	\$10,405,397	\$11,485,241
Supplies and Services Purchased	\$636,169	\$769,622	\$844,716	\$710,736	\$732,471
Telephone and Postage	\$194,179	\$223,634	\$302,099	\$317,962	\$343,370
Occupancy (Rent, Utilities, Insurance, Etc.)	\$827,948	\$884,593	\$858,606	\$827,550	\$922,824
Advertising and Other Printing	\$138,592	\$117,834	\$102,237	\$126,964	\$174,592
Agency Vehicles	\$149,744	\$130,985	\$113,590	\$115,164	\$83,974
Travel, Etc.	\$139,766	\$123,902	\$130,475	\$119,703	\$131,065
Specific Assistance to Individuals	\$77,308	\$83,160	\$22,545	\$35,187	\$42,782
Membership Dues / Misc. / Auxiliary	\$282,944	\$362,212	\$362,113	\$332,155	\$380,531
Depreciation	\$2,559,162	\$2,695,942	\$2,736,381	\$2,585,421	\$2,811,609
Total	\$12,311,781	\$12,843,910	\$13,193,203	\$13,494,363	\$14,856,885



STATEMENT OF FINANCIAL POSITION
AS OF DECEMBER 31, 2016

Assets

	2014	2015	2016
Current Assets			
Cash and cash equivalents	\$977,101	\$1,334,037	\$1,543,254
Accounts receivable, net	732,473	718,140	922,336
Grant receivable			
Contributed goods and purchased inventory	528,860	605,981	572,648
Prepaid expenses	133,701	71,558	159,641
Total Current Assets	2,372,135	2,729,716	3,197,879
Property and Equipment, Net	7,762,610	9,417,718	9,740,206
Other Assets	74,652	95,709	90,117
Total Assets	\$10,209,397	\$12,243,143	\$13,028,202

Liabilities and Net Assets

	2014	2015	2016
Current Liabilities			
Current maturity of long-term liabilities	\$175,665	\$283,159	\$362,661
Current maturities of obligations under capital lease	\$27,162	\$13,089	\$16,102
Accounts payable	89,332	294,570	109,485
Accrued salaries, earned time, payroll taxes and withholding	747,789	938,909	1,038,436
Other liabilities	64,221	7,545	16,442
Total Current Liabilities	1,104,169	1,537,272	1,543,126
Long-Term Liabilities			
Long-term Debt	4,548,683	5,722,606	6,183,749
Capital lease obligation	50,109	56,889	58,739
Total Long-Term Liabilities	4,598,792	5,779,495	6,242,488
Net Assets			
Unrestricted	4,506,436	4,926,376	5,242,588
Temporary Restricted	0	0	0
Total Net Assets	4,506,436	4,926,376	5,242,588
Total Liabilities and Net Assets	\$10,209,397	\$12,243,143	\$13,028,202



STATEMENT OF ACTIVITIES AS OF DECEMBER 31, 2016

Revenues, Gains and Other Support

	2013	2014	2015	2016
Contributions:				
Public	\$26,958	\$25,927	\$333,420	\$124,370
Contributed revenue - donated goods	5,177,607	5,434,276	5,890,589	6,270,196
Service fees	5,983,347	5,910,534	6,259,855	7,440,762
Retail sales	1,642,111	1,644,541	1,385,628	1,302,861
Other support	58,978	28,669	44,811	34,908
Net assets released from restrictions				
Total Revenue, Gains and Other Support	12,889,001	13,043,947	13,914,303	15,173,097
Expenses				
Program Services:				
Salvage	195,528	161,584	176,872	195,022
Stores	3,958,215	4,277,987	4,508,602	4,872,017
Solicitation and transportation	392,305	427,701	457,414	485,335
Rehabilitation	6,664,529	6,648,553	6,777,650	7,486,131
Total Program Services	11,210,577	11,515,825	11,920,538	13,038,505
Supporting Services:				
Management and general	1,633,333	1,677,378	1,573,825	1,818,380
Total Expenses	12,843,910	13,193,203	13,494,363	14,856,885
Increase (Decrease) in Unrestricted Net Assets	45,091	-149,256	419,940	316,212
Temporarily Restricted Net Assets				
Net assets released from restrictions	0	0	0	0
Increase (Decrease) in Net Assets	45,091	-149,256	419,940	316,212
Net Assets at Beginning of Year, as Reported	4,610,601	4,655,592	4,506,436	4,926,376
Prior Period Adjustment	0	0	0	0
Net Assets at End of Year	\$4,655,692	\$4,506,436	\$4,926,376	\$5,242,588