

Goodwill Industries of the Southern Rivers and Power Works Industries

Fiscal Year 2010 Scorecard
Strategic Outcomes 2003 - 2011

Category	Monthly			Year to Date Through Current Month			Entire Fiscal Year		
	June	June	June	Year to Date	Year to Date	Year to Date	Goal	Strategic Plan	Actual
	2010	2009	2003	FY 10	FY 09	FY 03	FY 2010	FY 2011	2003
MISSION SERVICES									
Persons Served	3,543	1,285	n/a	11,116	5,679	n/a	19,800	13,354	1,304
Persons Placed	299	204	n/a	1,295	730	n/a	2,800	956	165
Mission Subsidy	\$	\$	\$	\$	\$	\$	\$	\$	\$
Direct	\$ 83,704.30	\$ 45,218.96	\$ 14,034.98	\$ 410,039.45	\$ 207,525.64	\$ 75,578.67	\$ 1,175,234.77	\$ 857,929.46	\$ 76,887.42
Indirect	\$ 10,853.43	\$ 7,140.30	\$ 6,421.22	\$ 39,524.89	\$ 34,605.22	\$ 33,088.45	\$ 163,023.44	\$ 172,170.54	\$ 72,930.62
Total Mission Subsidy	\$ 94,557.73	\$ 52,359.26	\$ 20,456.20	\$ 449,564.34	\$ 242,130.86	\$ 108,667.12	\$ 1,338,258.21	\$ 1,030,100.00	\$ 149,818.04
RETAIL/DONOR SERVICES									
Donors	35,938	32,934	n/a	199,131	169,169	n/a	398,577	513,088	n/a
Value Per Donor	\$ 22.00	\$ 23.34	n/a	\$ 24.28	\$ 25.38	n/a	25.00	27.55	n/a
Donors Per SQ FT (Annld/YTD)	4.90	4.73	n/a	4.53	4.51	n/a	5	4.12	n/a
Stores	12	11	16	12	11	16	12	15	16
ADCs/Drop Boxes	92	79	18	92	79	18	97	64	18
CONTRACT SERVICES									
Number of Contracts	7	5	4	7	5	4	5	18	4
Square Feet Under Contract	23,207,937	24,507,487	84,000	145,745,372	147,044,922	504,000	24,507,487	2,040,000	1,008,000
GWISR	400,000	1,699,550	1,000	8,897,750	10,197,300	6,000	1,699,550	48,000	12,000
PWI	22,807,937	22,807,937	83,000	136,847,622	136,847,622	498,000	22,807,937	1,992,000	996,000
% Disabled	91.05%	77.21%	90.78%	90.16%	76.51%	91.01%	85.11%	85%	89.77%
CUSTOMERS SERVED									
Donors	35,938	32,934	n/a	199,131	169,169	n/a	398,577	462,895	n/a
Shoppers	69,455	65,537	48,782	418,730	400,712	306,130	880,163	1,065,089	628,812
Total	105,393	98,471	48,782	617,861	569,881	306,130	1,278,740	1,527,984	628,812
EMPLOYEES									
Full Time	216	216	196	216	216	196	231	328	207
Part Time	210	195	82	210	195	82	183	100	81
FINANCIAL PERFORMANCE									
Revenue - Consolidated	\$ 1,423,797.41	\$ 1,418,079.17	\$ 745,769.27	\$ 8,753,390.14	\$ 8,796,237.99	\$ 4,686,517.45	\$ 18,698,380.36	\$ 18,602,000.00	\$ 9,512,095.70
GWISR	\$ 1,027,221.30	\$ 960,621.83	\$ 620,158.50	\$ 6,385,487.05	\$ 6,060,627.54	\$ 3,921,511.38	\$ 13,282,889.32	\$ 15,102,000.00	\$ 7,948,846.64
PWI	\$ 359,717.59	\$ 382,716.05	\$ 125,610.77	\$ 2,182,315.44	\$ 2,293,235.24	\$ 765,006.07	\$ 4,885,608.04	\$ 3,500,000.00	\$ 1,563,249.06
Ben and Jerry's	\$ 25,664.35	\$ 24,592.77	\$ -	\$ 117,832.94	\$ 139,927.33	\$ -	\$ 268,100.00	\$ 440,561.00	
CCC	\$ 11,304.89	\$ 50,148.52	\$ -	\$ 67,754.71	\$ 302,447.88	\$ -	\$ 261,783.00	\$ 1,378,541.00	
Agency Operational E/R %	95.91%	90.25%	101.02%	91.10%	85.98%	97.42%	90.01%	93.10%	101.32%
GWISR	100.64%	99.44%	101.99%	96.90%	94.06%	98.27%	96.38%	99.94%	103.84%
PWI	77.51%	73.38%	96.22%	70.20%	69.28%	93.05%	70.59%	86.00%	92.73%
Ben & Jerry's	94.55%	93.79%	0.00%	114.50%	96.67%	0.00%	99.96%	85.00%	
CCC	167.84%	51.85%	0.00%	177.52%	44.34%	0.00%	119.62%	100.00%	
Operating Revenue - Consolidated	\$ 1,388,074.65	\$ 1,367,931.34	\$ 703,767.41	\$ 8,466,235.12	\$ 8,488,672.78	\$ 4,365,986.12	\$ 18,210,583.36	\$ 17,535,600.00	\$ 8,894,831.03
Operating Expenses - Consolidated	\$ 1,329,860.97	\$ 1,243,871.32	\$ 710,363.65	\$ 7,687,529.22	\$ 7,264,724.92	\$ 4,239,084.46	\$ 16,343,481.55	\$ 16,252,421.00	\$ 8,749,256.79
Net Income Before Depreciation	\$ 58,213.68	\$ 124,060.02	\$ (6,596.24)	\$ 778,705.90	\$ 1,223,947.86	\$ 126,901.66	\$ 1,867,101.81	\$ 1,283,179.00	\$ 145,574.54
Depreciation	\$ 80,066.66	\$ 64,476.45	\$ 22,131.26	\$ 457,289.59	\$ 372,802.99	\$ 132,424.44	\$ 917,645.96	\$ 550,000.00	\$ 268,415.23
FINANCIAL HEALTH									
Net Worth Change	\$ (21,852.98)	\$ 70,060.37	\$ (25,118.85)	\$ 971,710.59	\$ 1,127,540.78	\$ 96,751.94	\$ 1,060,218.04	\$ 7,201,800.00	\$ 174,308.85
Current Debt	\$ 1,022,003.25	\$ 617,564.83	\$ 332,800.48	\$ 1,022,003.25	\$ 617,564.83	\$ 332,800.48	\$ 753,935.21	\$ 750,000.00	\$ 437,737.62
Long Term Debt	\$ 3,310,416.71	\$ 3,485,416.67	\$ 1,062,554.49	\$ 3,310,416.71	\$ 3,485,416.67	\$ 1,062,554.49	\$ 3,222,916.73	\$ -	\$ 1,019,702.60
Assets to Liab. Current Ratio	3.51	3.39	4.62	3.51	3.39	4.62	3.80	17.39	4.43
Operating Cash Balance	\$ 1,542,243.07	\$ 1,791,104.98	\$ 303,580.20	\$ 1,542,243.07	\$ 1,791,104.98	\$ 303,580.20	\$ 1,989,755.19	\$ 4,775,000.00	\$ 188,102.56
Days Operating Reserve	31.72	39.75	12.20	31.72	39.75	12.20	40.92	97.54	7.56