

Goodwill Industries of the Southern Rivers and Power Works Industries

Fiscal Year 2011 Scorecard
Strategic Outcomes 2003 - 2011

Category	Monthly			Year to Date Through Current Month			Entire Fiscal Year		
	December	December	December	Year to Date	Year to Date	Year to Date	Goal	Strategic Plan	Actual
	2011	2010	2003	FY 11	FY 10	FY 03	FY 2011	FY 2011	2003
MISSION SERVICES									
Persons Served	1,158	2,609	n/a	25,126	21,669	n/a	22,000	13,354	1,304
Persons Placed	210	264	n/a	3,540	3,336	n/a	3,300	956	165
Mission Subsidy		\$	\$		\$	\$	\$	\$	\$
Direct	\$ 183,620.43	\$ 54,415.87	\$ 36,189.59	\$ 1,290,445.81	\$ 954,173.13	\$ 58,293.50	\$ 1,320,694.19	\$ 857,929.46	\$ 76,887.42
Indirect	\$ 678.44	\$ 8,387.79	\$ 7,038.32	\$ 88,547.95	\$ 95,512.40	\$ 65,447.84	\$ 128,817.59	\$ 172,170.54	\$ 72,930.62
Total Mission Subsidy	\$ 184,298.87	\$ 62,803.66	\$ 43,227.91	\$ 1,378,993.76	\$ 1,049,685.53	\$ 123,741.34	\$ 1,449,511.78	\$ 1,030,100.00	\$ 149,818.04
RETAIL/DONOR SERVICES									
Donors	39,957	40,623	n/a	389,615	404,038	n/a	423,500	513,088	n/a
Value Per Donor	\$32.14	\$ 19.39	n/a	\$26.46	\$ 23.86	n/a	\$28.00	\$27.55	n/a
Donors Per SQ FT (Annld/YTD)	4.84	6.06	n/a	5.96	5.02	n/a	5.26	4.12	n/a
Stores	10	10	16	10	10	16	10	15	16
ADCs/Drop Boxes	50	69	18	59	69	18	59	64	18
CONTRACT SERVICES									
Number of Contracts	8	7	4	8	7	4	7	18	4
Square Feet Under Contract	2,480,908	23,291,937	84,000	2,552,479	23,291,937	1,017,000	23,291,937	2,040,000	1,008,000
GWISR	537,934	84,000	1,000	537,934	84,000	21,000	84,000	48,000	12,000
PWI	1,942,974	23,207,937	83,000	2,014,545	23,207,937	996,000	23,207,937	1,992,000	996,000
% Disabled	86.19%	85.32%	92.14%	85.88%	87.46%	89.77%	88.00%	85%	89.77%
CUSTOMERS SERVED									
Donors	39,957	40,623	n/a	389,615	404,038	n/a	428,413	462,895	n/a
Shoppers	72,541	65,775	47,352	850,673	842,587	628,812	972,924	1,065,089	628,812
Total	112,498	106,398	47,352	1,240,288	1,246,625	628,812	1,401,337	1,527,984	628,812
TEAM MEMBERS									
Full Time	225	203	207	225	203	207	216	328	207
Part Time	199	186	81	199	186	81	233	100	81
FINANCIAL PERFORMANCE									
Revenue - Consolidated	\$ 1,754,322.19	\$ 1,338,014.40	\$ 724,435.43	\$ 18,663,038.35	\$ 17,292,577.88	\$ 9,512,095.70	\$ 18,831,989.44	\$ 18,602,000.00	\$ 9,512,095.70
GWISR	\$ 1,161,746.90	\$ 1,001,951.82	\$ 595,214.68	\$ 13,595,982.00	\$ 12,741,853.49	\$ 7,948,846.64	\$ 14,367,666.89	\$ 15,102,000.00	\$ 7,948,846.64
PWI	\$ 578,658.90	\$ 322,757.55	\$ 129,220.75	\$ 4,858,452.76	\$ 4,245,805.13	\$ 1,563,249.06	\$ 4,221,500.10	\$ 3,500,000.00	\$ 1,563,249.06
Ben and Jerry's		\$ 3.09	\$ -	\$ 167,891.76	\$ -	\$ -	\$ -		
CCC	\$ 13,916.39	\$ 13,301.94	\$ -	\$ 208,603.59	\$ 137,027.50	\$ -	\$ 242,822.45		
Agency Operational E/R %	90.86%	84.61%	107.56%	90.45%	93.21%	98.50%	90.89%	93.10%	101.32%
GWISR	110.51%	81.30%	111.52%	98.90%	97.92%	99.74%	95.78%	94.75%	103.84%
PWI	47.48%	76.78%	89.33%	67.01%	73.74%	92.19%	73.71%	86.00%	92.73%
Ben & Jerry's		-786820.06%	0.00%		121.00%	0.00%	0.00%		
CCC	254.34%	706.51%	0.00%	111.70%	224.07%	0.00%	100.00%		
Operating Revenue - Consolidated	\$ 1,754,322.19	\$ 1,320,438.28	\$ 686,854.48	\$ 18,274,579.36	\$ 16,688,882.03	\$ 8,894,831.03	\$ 18,412,889.44	\$ 17,535,600.00	\$ 8,894,831.03
Operating Expenses - Consolidated	\$ 1,593,960.25	\$ 1,114,463.25	\$ 749,613.73	\$ 16,491,689.47	\$ 15,514,612.30	\$ 8,749,277.99	\$ 16,696,480.52	\$ 16,252,421.00	\$ 8,749,256.79
Net Income Before Depreciation	\$ 160,361.94	\$ 205,975.03	\$ (62,759.25)	\$ 1,782,889.89	\$ 1,174,269.73	\$ 145,553.04	\$ 1,716,408.92	\$ 1,283,179.00	\$ 145,574.54
Depreciation	\$ 82,607.78	\$ 22,795.84	\$ 22,822.82	\$ 928,215.80	\$ 878,547.22	\$ 268,415.23	\$ 920,085.50	\$ 550,000.00	\$ 268,415.23
FINANCIAL HEALTH									
Net Worth Change	\$ 103,356.09	\$ 309,629.45	\$ 79,044.29	\$ 823,641.42	\$ 555,879.91	\$ 174,308.85	\$ 2,772,128.00	\$ 7,201,800.00	\$ 174,308.85
Current Debt	\$ 1,042,116.89	\$ 567,503.79	\$ 229,737.62	\$ 1,042,116.89	\$ 567,503.79	\$ 229,737.62	\$ 830,000.00	\$ 750,000.00	\$ 437,737.62
Long Term Debt	\$ 3,033,333.44	\$ 3,222,916.73	\$ 1,019,702.60	\$ 3,033,333.44	\$ 3,222,916.73	\$ 1,019,702.60	\$ 3,222,916.73	\$ -	\$ 1,019,702.60
Assets to Liab. Current Ratio	3.92	3.91	4.43	3.92	3.91	4.43	4.11	17.39	4.43
Operating Cash Balance	\$ 1,827,778.29	\$ 1,586,120.66	\$ 188,102.56	\$ 1,827,778.29	\$ 1,586,120.66	\$ 188,102.56	\$ 2,779,578.81	\$ 4,775,000.00	\$ 188,102.56
Days Operating Reserve	36.99	32.62	7.56	36.99	32.62	7.56	56.25	97.54	7.56

Retail/Donor Services - Value Per Donor 2011 - Includes Donated Good Revenue AND Salvage Revenue. Years prior to 2011 included Donated Goods Revenue ONLY.
Retail/Donor Services and Customers Served - 2011 - Raw Donors. Years prior to 2011 were Net Donors.