

# **ReStore Report**

## **Monthly Report for BOD**

**August 2010**

**The monthly sales for July were as follows:**

| <b>Week</b>             | <b>Sales</b>      | <b>Tax</b>        | <b>Net Income</b>    |
|-------------------------|-------------------|-------------------|----------------------|
| <b>Week 1</b>           | <b>\$ 2527.43</b> | <b>\$ 139.62</b>  | <b>\$ 2387.81</b>    |
| <b>Week 2</b>           | <b>\$ 3134.07</b> | <b>\$ 177.35</b>  | <b>\$ 2956.72</b>    |
| <b>Week 3</b>           | <b>\$ 7149.32</b> | <b>\$ 384.88</b>  | <b>\$ 6764.44</b>    |
| <b>Week 4</b>           | <b>\$ 3700.60</b> | <b>\$ 209.34</b>  | <b>\$ 3491.26</b>    |
| <b>Week 5</b>           | <b>\$ 5563.51</b> | <b>\$ 310.18</b>  | <b>\$ 5253.33</b>    |
| <b>Total</b>            | <b>\$22075.03</b> | <b>\$ 1221.36</b> | <b>\$20,853.56</b>   |
| <b>Monthly Expenses</b> |                   |                   | <b>\$ (14999.04)</b> |
| <b>Other Income</b>     |                   |                   | <b>\$ 0</b>          |
| <b>Net Balance</b>      |                   |                   | <b>\$ 5,854.52</b>   |

**July 2010 at the ReStore was quite busy even with the summer slowdown. We increased our sales by almost \$6,000.00 or 27% compared to 2009. Along with this our profit increased by almost \$4,000.00 or 72% over last July. I think this is where we are really making a difference. The first 7 months of 2009 our % of profit average was 20.34 per month so far in 2010 our average has grown to 29.05 per month. This really shows in the dollar amount: profit dollars through July 2009 were \$28,596.79 through 7 months, this year \$48,300.57. That's \$19,703.78 more in income we can help build houses with so far this year.**

**I am so proud of everyone's effort. Other stores have recently closed and sluggish retail sales in Citrus County are still in effect. The efforts of volunteers/staff make the difference in our growth along with our store conditions.**

**We are looking forward to the possibility of having a sister store in Crystal River. We would be able to go after many more donations and opportunities. Our challenge here in Inverness is space. We battle this every month. We are blessed with the amount of donations but the room needed to merchandise everything properly in order to maximize sales is the key to future growth.**

**David A. Brightman  
Director of Retail Sales**