

ReStore Report

March - Monthly Report for BOD

April 3, 2010

The monthly sales were as follows:

<u>Week</u>	<u>Sales</u>	<u>Tax</u>	<u>Net Income</u>
Week 1	\$ 7428.53	\$ 335.30	\$ 7093.23
Week 2	\$5501.77	\$ 328.53	\$ 5173.24
Week 3	\$ 6444.33	\$ 374.65	\$ 6069.68
Week 4	\$ 5325.53	\$ 307.59	\$ 5017.94
Week 5	\$ 3453.13	\$ 198.79	\$ 3254.34
Total	\$28153.29	\$1,544.86	\$26608.43
Monthly Expenses			\$(17934.51)
Other Income			
\$ 00.00			
Net Balance			\$10218.78

March turned out to be the biggest month in sales since I started at the Re-Store. Our daily sales average was over \$1,000 per day for each day the store was open for the second month in a row. The total for the month was \$ 28,153.29. That's \$10,000 more than March 2009 sales. It comes out to a 55% increase.

We were very fortunate to have someone donate a car to our "Cars For Homes" program for which we received revenue. We have also re-arranged the front showroom which allows us to showcase some of our more "special items" in clear view. Our warehouse re-model has allowed us to display the rest of our furniture, front and center as you enter our warehouse. These changes along with re-organizing skills of our warehouse manager Terri and crew make a tremendous difference. It takes constant care to maximize sales. All of the above have contributed to the furniture department sales increasing to \$9,401.00 for March, 34% of total sales.

We have implemented a sales program where we pick one or two departments each month where customers can get added value sales. The month of March we had our plumbing and lighting departments on sale. It seems to have worked as we planned. Everyone likes a value and it has helped increase impulse sales, increase foot traffic and the dollar sales per customer. The added benefit is it allows us to clean up overstocked areas in order to keep them neat and orderly.

Thanks to everyone that supports our store. We are blessed to have many great employees and volunteers that work very hard to help us grow each day.

David Brightman

Director of Retail Sales

