

Home Store Report

December Monthly Report for BOD

January 4, 2010

The monthly sales were as follows:

<u>Week</u>	<u>Sales</u>	<u>Tax</u>	<u>Net Income</u>
Week 1(5 Days)	\$ 5360.81	\$ 297.50	\$ 5063.31
Week 2	\$ 6058.87	\$ 338.99	\$ 5719.88
Week 3	\$ 3692.16	\$ 208.90	\$ 3483.26
Week 4	\$ 3149.88	\$ 161.21	\$ 2988.67
Week 5(4 Days)	\$ 3399.73	\$ 175.46	\$ 3224.27
Total	\$ 21661.45	\$ 1182.06	\$ 20479.39
Monthly Expenses			\$ (5890.52)
Other Income			\$ 30.00
Net Balance			\$ 6372.24

What a great sales year, even in a bad economy! We had more net sales over last years' totals. We finished the year with the last four months over \$20,000.00 each. Some of the increase sales came from the internet. We have grown this avenue of revenue, and are looking to increase internet sales in 2010.

The staff and volunteers are working very hard to keep the warehouse clean, and presenting the donated items for maximum value. As always, we continue to get many comments on how well the store looks compared to other charities' stores.

The first two weeks of December, the warehouse was packed with items for sale. During the last three weeks, sales exceeded donations, and we now have some room for more donations in 2010. We had several new vendors donating this year. Estate donations were up, and many came because of referrals from the Realty Association. We are looking to increase our scrap sales this coming year, and will also be looking for new areas of revenue that we have not pursued.

Jerry Lamm
Retail Store Manager