

ReStore Report – Inverness

January Monthly Report for BOD

February 1, 2011

The monthly sales were as follows:

Week	Sales	Tax	Net Income
Week 1	\$ 5,749.51	\$ 310.73	\$ 5,438.78
Week 2	\$ 5,120.33	\$ 287.00	\$ 4,833.33
Week 3	\$ 6,068.12	\$ 308.91	\$ 5,759.21
Week 4	\$ 5,100.53	\$ 283.90	\$ 4,816.63
Week 5	\$ 716.98	\$ 40.54	\$ 676.44
Total	\$22,755.46	\$ 1,231.07	\$ 21,524.39
Monthly Expenses			\$ (16,273.38)
Other Income			\$ 28.62
Net Balance			\$ 5,279.63

This January was a good month for us at ReStore 1. Our sales were over \$22,755.46 just under last years' total. That's an average of \$875.00 per day. We have established a sales goal of \$1,000.00 per day at ReStore 1 (Inverness) for the upcoming months. This will be challenge, and we are excited about it. The opening of ReStore 2 in Crystal River will help us with recognition in the county and increase our donor base and that's the key to both stores growing. Getting more donations of the items we sell is our biggest opportunity as always. We have hired Timothy Schwartz as our new warehouse manager in Inverness and Terri Ruttman is helping us get ReStore 2 up and going as warehouse manager there.

I went by Williams Floor Store in Inverness they are going to give us left over flooring supplies when available. They helped us with three pallets last week of vinyl tile, laminate and quarry tile. Home Depot has been sending us items that they are discontinuing, doors, glass block and other building materials.

I have been working with Workforce Connection of Citrus, Levy and Marion counties. We have two interns that are here through a state "Learn and Earn" program. Workforce is paying them to work with us and learn for a 12 week period. Glen Diehl has been driving truck for us since Nov.15th and Wendy Malik is cashiering at ReStore 2. This is a win/win situation for us and them. It helps us grow and provides job training for those looking for permanent positions.

**David Brightman
Director Retail Sales**