

# Home Store Report

## Monthly Report for BOD

June 2010

The monthly sales for May were as follows:

<u>Week</u>	<u>Sales</u>	<u>Tax</u>	<u>Net Income</u>
Week 1	\$ 1570.75	\$ 23.82	\$ 1546.93
Week 2	\$ 4886.43	\$ 270.70	\$ 4615.73
Week 3	\$ 3249.34	\$ 181.67	\$ 3067.67
Week 4	\$ 4442.22	\$ 236.10	\$ 4206.12
Week 5	\$ 4601.40	\$ 258.76	\$ 4342.64
Week 6	\$ 275.40	\$ 13.89	\$ 261.51
Total	\$19025.54	\$ 984.94	\$18040.60
Monthly Expenses			\$ (15053.57)
Other Income			\$ 39.05
Net Balance			\$ 3026.08

May sales were slow compared to past months but we were still up 7% over last year. The good part is we were up in profit compared to a negative last year. We still are up 26% in sales over the first 5 calendar months of 2009.

Donations from the county did not slow down at all. The trucks were out picking up almost every Monday – Friday. Furniture sales still were our leading category in sales accounting for 25%. This percentage was achieved even with our monthly special being: Buy one piece of furniture at full price and get a equal or lesser valued one at half price. Our second leading department in sales was the building department which accounted for 20% of sales. Helping sales in this department were the 20-30 windows we were able to sell donated by Wheeler Construction Company.

Our volunteer base continues to be strong. Even though we have had some of our seasonal volunteers leave for cooler weather . The Workforce - Welfare to Work Program has provided us with wonderful people who do a great job everyday. We are continuing to provide the service our customers are deserving of and the store conditions in which to keep sales on the rise.

David A. Brightman  
Director of Retail Sales