GOODWILL 9
of Central & Northern Arizona

100P – NET SALES AND PAYROLL VS BUDGET BY PERIOD

How to get there:

- Navigate to the Gazette
- Click the **Reports Center** link
- Follow this path: **Retail** > **Retail Stores**
- Click the **100p – Net Sales and Payroll vs Budget by Period** report
- Select a store and date and click **View Report**

Use this report to view the budget by day and determine if you controlled payroll within standards. Compare the budgeted, actual, and targeted payroll percentages to actual sales. Use this report in conjunction with the Production Summary to see how efficient resources were compared to what needed to be done.

The first three columns show the budgeted sales, actual net sales, and the variance between the two.

The second set of three columns show the budgeted hourly payroll, target hourly payroll, and actual hourly payroll.

Tip: Look at product first before reducing payroll. Ensure you have enough resources to process merchandise and meet quotas. To calculate payroll, divide the actual payroll by the current total net sales. Company standard is 27%.

Net Sales Variance is the amount over/short to budget.

Budgeted Hourly Payroll is the amount budgeted for payroll based on the sales budget.

Target Hourly Payroll is the $ amount you should spend per day based on trends.

Actual Hourly Payroll is the actual payroll spend per day. Kronos timecards must be correct for this to be accurate.

Hourly Payroll Variance – Budgeted is the amount over or under to budgeted payroll. Red indicates a overage.

Hourly Payroll Variance – Target is the amount over or under based on targeted payroll and trends. Red indicates a overage.

100p - Net Sales and Hourly Payroll vs Budget by Period
Period 2018-07 (7/1/2018 - 7/28/2018)

Store(s): 061
(Stores that haven't had a full sale cycle are ignored in the budgeted sales calculation unless they are selected by themselves. In that case the budgeted sales is based on the sales trend of all stores.)

Date	Budgeted Sales	Actual Net Sales	Net Sales Variance		Budgeted Hourly Payroll	Target Hourly Payroll	Actual Hourly Payroll	Hourly Payroll Variance - Budgeted (Actual - Budget)		Hourly Payroll Variance - Target (Actual - Target)	
07/01/2018 - Sun	$3,091	$3,267	$177	6 %	$641	$677	$944	$303	47 %	$266	39 %
07/02/2018 - Mon	$3,720	$4,568	$847	23 %	$1,495	$1,835	$1,744	$249	17 %	($91)	-5 %
07/03/2018 - Tue	$5,020	$4,856	($165)	-3 %	$1,762	$1,704	$1,704	($58)	-3 %	$0	0 %
07/04/2018 - Wed	$3,769	$4,017	$248	7 %	$854	$910	$2,033	$1,179	138 %	$1,122	123 %
07/05/2018 - Thu	$5,373	$6,277	$905	17 %	$1,869	$2,183	$1,733	($136)	-7 %	($450)	-21 %
07/06/2018 - Fri	$5,434	$4,197	($1,236)	-23 %	$1,708	$1,320	$1,737	$29	2 %	$418	32 %
07/07/2018 - Sat	$7,494	$7,241	($252)	-3 %	$2,082	$2,012	$1,903	($179)	-9 %	($109)	-5 %
Current Total	$117,281	$123,215	$5,935	5 %	$32,353	$33,787	$33,766	$1,413	4 %	($21)	0 %
Projected Totals	$158,759	$164,693	$5,935	5 %	$42,603	$44,037	$44,016	$1,413	4 %	($21)	0 %

PTD Donors	Last Year	Difference	
1,476	2,209	-733	-33 %

At the bottom, view current totals, projected totals as well as the current donor count vs. the difference from last year.

445 – NET SALES COMPARISON BY PERIOD

Use this report to view MTD net sales comparison by period. The desired result is to trend higher than the previous period.

How to get there:

- Navigate to the Gazette
- Click the **Reports Center** link
- Follow this path: **Retail** > **Retail Stores**
- Click the **445 – Net Sales Comparison by Period** report
- Select a store and date and click **View Report**

Report opens with current date, select calendar icon to change.

Home > Retail > Retail Stores > 445 - Net Sales Comparison by Period

Report Date 7/17/2018

Run Sales Reconciliation (Takes ~2 min.) ○ True ◉ False

Comp Stores Only? ○ True ◉ False

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445 - Net Sales Comparison by Period: -0.4%
Period 2018-07 (7/1/2018 - 7/28/2018)
Report Date: 7/17/2018

	Net Sales $		PTD Budget $		Period Budget $		Last Yr° Period $		Over Short $		Customers			$/Customer			Donors		
	D	PTD	Sales	% Var*	Sales	58%*	Sales	%	D	PTD	D	PTD	LY	D	PTD	LY	D	PTD	LY
Grand Total	394,658	7,284,832	7,315,662	-0.4%	12,717,425	57 %	11,769,585	62 %	0.03	946.57	26,896*	457,279*	714,853*	13.58*	15.21*	15.73*	6,505	129,647	203,177

	Net Sales $		PTD Budget $		Period Budget $		Last Yr° Period $		Over Short $		Customers			$/Customer			Donors		
Region 1	D	PTD	Sales	% Var*	Sales	58%*	Sales	%	D	PTD	D	PTD	LY	D	PTD	LY	D	PTD	LY
Area 01	23,458	439,494	451,894	-2.7%	789,706	56 %	686,467	64 %	0.00	0.00	1,592	27,098	40,658	14.73	16.22	16.88	354	6,115	8,885
039 - Oak	3,804	77,592	67,895	+14.3%	118,379	66 %	0		0.00	0.00	293	5,121	0	12.98	15.15	0.00	53	1,027	0
057 - Raintree	4,606	80,404	80,671	-0.3%	141,522	57 %	143,919	56 %	0.00	0.00	277	4,510	7,616	16.63	17.83	18.90	46	565	1,146
066 - Thunderbird Square Store	4,409	89,917	112,142	-19.8%	196,251	46 %	201,208	45 %	0.00	0.00	333	5,668	11,143	13.24	15.86	18.06	92	1,508	2,327
190 - Weber Store	4,079	82,930	89,958	-7.8%	157,282	53 %	168,077	49 %	0.00	0.00	292	5,400	10,932	13.97	15.36	15.37	52	869	1,961
197 - Pavilions Store	6,560	108,651	101,227	+7.3%	176,271	62 %	173,263	63 %	0.00	0.00	397	6,399	10,967	16.52	16.98	15.80	111	2,146	3,451
Area 16	21,108	397,797	422,416	-5.8%	736,104	54 %	724,653	55 %	0.00	8.13	1,786	28,799	51,403	11.82	13.81	14.10	343	6,989	11,407

GOODWILL
of Central & Northern Arizona

05 – GSMR AND PRODUCTION DATAMART

How to get there:

- Navigate to the Gazette
- Click the **Reports Center** link
- Follow this path: **Retail** > **Retail Stores** > **Production**
- Click the **05 GSMR and Production DataMart** report
- Select the store
- Select the month and click **View Report**

Use this report to view detailed information for each department by week, month, or year. It also includes details in regards to store operations and production. The first two columns is Current and YTD, the second two columns is last year and last year YTD.

Home > Retail > Retail Stores > Production > 05 GSMR and Production DataMart

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GSMR and Production by DataMart
Sunday, July 1, 2018 - Sunday, July 22, 2018

Store(s): 058

The top section is what is sold through the registers for the selected time period.

Sales	Current Time Period						Year to Date						Last Year Same Time Period						Last Year YTD					
	Items	$ GSMR	% GSMR	$/Item	$/Gyld	%Sell Thru	Items	$ GSMR	% GSMR	$/Item	$/Gyld	%Sell Thru	Items	$ GSMR	% GSMR	$/Item	$/Gyld	%Sell Thru	Items	$ GSMR	% GSMR	$/Item	$/Gyld	%Sell Thru
Women's	7,477	25,476	24	3.41	298	27	75,973	262,960	25	3.46	316	27	8,936	29,856	27	3.34	462	38	67,944	221,104	24	3.25	325	30
Men's	2,986	12,212	12	4.09	432	39	29,125	115,524	11	3.97	410	35	3,386	11,738	11	3.47	632	55	27,114	98,989	11	3.65	451	42
Children's	2,615	5,369	5	2.05	191	35	25,782	51,886	5	2.01	192	32	3,341	6,211	6	1.86	261	42	24,410	44,208	5	1.81	177	32
Misc	9,461	21,385	21	2.26	130	48	101,097	212,983	20	2.11	137	53	9,945	19,492	18	1.96	151	56	88,429	180,808	19	2.04	134	50
Linens	3,944	10,494	10	2.66	108	36	36,652	101,377	10	2.77	108	34	4,013	10,702	10	2.67	146	46	36,293	99,708	11	2.75	122	40
Books	2,957	5,192	5	1.76	260	44	28,855	47,840	5	1.66	206	38	3,277	4,889	4	1.49	204	38	31,644	49,134	5	1.55	180	33
Shoes	1,078	5,835	6	5.41	278	56	11,929	65,907	6	5.52	264	52	980	5,551	5	5.66	264	53	9,231	50,459	5	5.47	255	53
Jewelry	719	2,345	2	3.26	N/A	41	6,946	22,950	2	3.30	N/A	43	902	3,006	3	3.33	N/A	48	6,793	25,042	3	3.69	N/A	45
Electrical	1,205	6,985	7	5.80	152	51	13,994	76,075	7	5.44	141	50	1,400	7,172	7	5.12	130	53	14,026	71,761	8	5.12	120	47
Furniture	478	4,176	4	8.74	N/A	56	5,354	43,295	4	8.09	N/A	68	529	5,663	5	10.71	N/A	55	5,406	59,127	6	10.94	N/A	58
Seasonal	724	1,817	2	2.51	N/A	16	3,190	8,403	1	2.63	N/A	8	981	2,157	2	2.20	N/A	25	3,322	9,051	1	2.72	N/A	11
Total Don	33,644	101,285	97	3.01	206	37	338,897	1,009,199	97	2.98	206	36	37,690	106,436	97	2.82	260	45	314,612	909,390	97	2.89	208	39
New Goods	48	1,381	1	28.76	N/A	0	482	18,043	2	37.43	N/A	0	81	2,349	2	29.00	N/A	0	525	18,812	2	35.83	N/A	0
Snacks	840	1,379	1	1.64	N/A	0	7,836	12,961	1	1.65	N/A	0	929	1,508	1	1.62	N/A	0	7,643	12,598	1	1.65	N/A	0
Total New	888	2,760	3	3.11	N/A	0	8,318	31,004	3	3.73	N/A	0	1,010	3,857	3	3.82	N/A	0	8,168	31,410	3	3.85	N/A	0
Total All	34,532	104,044	100	3.01	212	38	347,215	1,040,203	100	3.00	212	37	38,700	110,294	100	2.85	269	47	322,780	940,801	100	2.91	215	40

	Current Time Period	Year to Date	Last Year Same Time Period	Last Year YTD
Cust Cnt	7,232	17,075	7,869	68,819
PM GSMR	$31,035	$306,146	$34,100	$292,344
Net Sales	$104,170	$1,070,508	$110,510	$942,114

Customer Count – Total number of customers helped at the register

PM GSMR – Gross sales 5 pm to close

Net Sales – Total sales

The bottom section is what is produced for the selected time period.

Production	Current Time Period							Year to Date							Last Year Same Time Period							Last Year YTD						
	Items	$/Itm	Total $	Gyld	Itm/G	$/Gld	%Sell Thru	Items	$/Itm	Total $	Gyld	Itm/G	$/Gld	%Sell Thru	Items	$/Itm	Total $	Gyld	Itm/G	$/Gld	%Sell Thru	Items	$/Itm	Total $	Gyld	Itm/G	$/Gld	%Sell Thru
Women's	14,623	6.40	93,515	86	171	1,092	51	148,375	6.51	965,529	833	178	1,160	51	12,437	6.32	78,648	65	192	1,216	72	125,545	5.78	726,215	680	185	1,068	54
Men's	4,834	6.41	30,970	28	171	1,095	62	50,282	6.50	326,630	282	179	1,161	58	3,553	6.05	21,491	19	191	1,158	95	40,583	5.80	235,392	220	185	1,072	67
Children's	4,721	3.22	15,185	28	168	540	55	48,523	3.32	161,125	271	179	595	53	4,596	3.18	14,631	24	193	616	73	46,432	3.01	139,545	249	186	560	53
Misc	15,708	2.85	44,732	165	95	271	60	145,943	2.77	404,016	1,556	94	260	69	13,202	2.63	34,661	129	102	269	75	132,725	2.72	360,477	1,353	98	266	67
Linens	8,129	3.57	28,991	97	84	299	49	79,851	3.77	301,042	937	85	321	46	6,304	3.70	23,301	74	86	317	64	66,395	3.72	247,256	814	82	304	55
Books	5,064	2.32	11,747	20	253	587	58	53,728	2.34	125,792	232	232	542	54	5,626	2.27	12,771	24	234	532	58	66,068	2.23	147,410	273	242	539	48
Shoes	1,496	7.02	10,504	21	71	500	72	17,461	7.28	127,182	250	70	509	68	1,343	7.77	10,442	21	64	497	73	13,200	7.17	94,652	198	67	479	70
Jewelry	1,579	3.58	5,652	0	0	N/A	46	13,734	3.89	53,363	0	0	N/A	51	1,486	4.24	6,302	0	0	N/A	61	12,316	4.57	56,264	0	0	N/A	55
Electrical	1,982	6.88	13,633	46	43	296	61	21,680	7.00	151,689	540	40	281	65	2,125	6.42	13,653	55	39	248	66	23,473	6.53	153,318	596	39	257	60
Furniture	626	12.01	7,516	0	0	N/A	76	6,020	10.55	63,512	0	0	N/A	89	649	15.96	10,357	0	0	N/A	82	6,744	15.20	102,524	0	0	N/A	80
Seasonal	2,903	4.02	11,671	0	0	N/A	25	25,428	4.35	110,582	0	0	N/A	13	1,901	4.46	8,479	0	0	N/A	17	19,746	4.02	79,376	0	0	N/A	17
Snacks	0	0.00	0	0	0	N/A	0	0	0.00	0	0	0	N/A	0	0	0.00	0	0	0	N/A	0	0	0.00	0	0	0	N/A	0
Total	61,665	4.45	274,115	491	126	558	56	611,025	4.57	2,790,662	4,899	125	570	57	53,222	4.41	234,735	410	130	573	73	553,227	4.23	2,342,428	4,383	126	534	58

Report Run Time: 7/23/2018 1:33:08 PM   Page 1 of 1

05 – GSMR AND PRODUCTION DATAMART, CONTINUED

Sunday, July 1, 2018 - Sunday, July 22, 2018

Store(s): 058

Sales	Current Time Period						Year to Date						Last Year Same Time Period						Last Year YTD					
	Items	$ GSMR	% GSMR	$/Item	$/Gyld	% Sell Thru	Items	$ GSMR	% GSMR	$/Item	$/Gyld	% Sell Thru	Items	$ GSMR	% GSMR	$/Item	$/Gyld	% Sell Thru	Items	$ GSMR	% GSMR	$/Item	$/Gyld	% Sell Thru
Women's	7,477	25,476	24	3.41	298	27	75,973	262,960	25	3.46	316	27	8,936	29,856	27	3.34	462	38	67,944	221,104	24	3.25	325	30
Men's	2,986	12,212	12	4.09	432	39	29,125	115,524	11	3.97	410	35	3,386	11,738	11	3.47	632	55	27,114	98,989	11	3.65	451	42
Children's	2,615	5,369	5	2.05	191	35	25,782	51,886	5	2.01	192	32	3,341	6,211	6	1.86	261	42	24,410	44,208	5	1.81	177	32
Misc	9,461	21,385	21	2.26	130	48	101,097	212,983	20	2.11	137	53	9,945	19,492	18	1.96	151	56	88,429	180,808	19	2.04	134	50
Linens	3,944	10,494	10	2.66	108	36	36,652	101,377	10	2.77	108	34	4,013	10,702	10	2.67	146	46	36,293	99,708	11	2.75	122	40
Books	2,957	5,192	5	1.76	260	44	28,855	47,840	5	1.66	206	38	3,277	4,889	4	1.49	204	38	31,644	49,134	5	1.55	180	33
Shoes	1,078	5,835	6	5.41	278	56	11,929	65,907	6	5.52	264	52	980	5,551	5	5.66	264	53	9,231	50,459	5	5.47	255	53
Jewelry	719	2,345	2	3.26	N/A	41	6,946	22,950	2	3.30	N/A	43	902	3,006	3	3.33	N/A	48	6,793	25,042	3	3.69	N/A	45
Electrical	1,205	6,985	7	5.80	152	51	13,994	76,075	7	5.44	141	50	1,400	7,172	7	5.12	130	53	14,026	71,761	8	5.12	120	47
Furniture	478	4,176	4	8.74	N/A	56	5,354	43,295	4	8.09	N/A	68	529	5,663	5	10.71	N/A	55	5,406	59,127	6	10.94	N/A	58
Seasonal	724	1,817	2	2.51	N/A	16	3,190	8,403	1	2.63	N/A	8	981	2,157	2	2.20	N/A	25	3,322	9,051	1	2.72	N/A	11
Total Don	33,644	101,285	97	3.01	206	37	338,897	1,009,199	97	2.98	206	36	37,690	106,436	97	2.82	260	45	314,612	909,390	97	2.89	208	39
New Goods	48	1,381	1	28.76	N/A	0	482	18,043	2	37.43	N/A	0	81	2,349	2	29.00	N/A	0	525	18,812	2	35.83	N/A	0
Snacks	840	1,379	1	1.64	N/A	0	7,836	12,961	1	1.65	N/A	0	929	1,508	1	1.62	N/A	0	7,643	12,598	1	1.65	N/A	0
Total New	888	2,760	3	3.11	N/A	0	8,318	31,004	3	3.73	N/A	0	1,010	3,857	3	3.82	N/A	0	8,168	31,410	3	3.85	N/A	0
Total All	34,532	104,044	100	3.01	212	38	347,215	1,040,203	100	3.00	212	37	38,700	110,294	100	2.85	269	47	322,780	940,801	100	2.91	215	40
Cust Cnt	7,232						17,075						7,869						68,819					
PM GSMR	$31,035						$306,146						$34,100						$292,344					
Net Sales	$104,170						$1,070,508						$110,510						$942,114					

Sales Information

Items – Number of items sold

$GSMR – Gross sales minus returns

%GSMR – Percent of sales that each department makes up of total sales

$Item – Average $ per item sold through the register

$/Gld – Dollars per gaylord

%Sell Thru – Percentage of items sold compared to what was placed processed and placed on the sales floor; rollover to see ideal range

05 – GSMR AND PRODUCTION DATAMART, CONTINUED

Production	Current Time Period							Year to Date							Last Year Same Time Period							Last Year YTD						
	Items	$/Itm	Total $	Gyld	Itm/G	$/Gld	%Sell Thru	Items	$/Itm	Total $	Gyld	Itm/G	$/Gld	%Sell Thru	Items	$/Itm	Total $	Gyld	Itm/G	$/Gld	%Sell Thru	Items	$/Itm	Total $	Gyld	Itm/G	$/Gld	%Sell Thru
Women's	14,623	6.40	93,515	86	171	1,092	51	148,375	6.51	965,529	833	178	1,160	51	12,437	6.32	78,648	65	192	1,216	72	125,545	5.78	726,215	680	185	1,068	54
Men's	4,834	6.41	30,970	28	171	1,095	62	50,282	6.50	326,830	282	179	1,161	58	3,553	6.05	21,491	19	191	1,158	95	40,583	5.80	235,392	220	185	1,072	67
Children's	4,721	3.22	15,185	28	168	540	55	48,523	3.32	161,125	271	179	595	53	4,596	3.18	14,631	24	193	616	73	46,432	3.01	139,545	249	186	560	53
Misc	15,708	2.85	44,732	165	95	271	60	145,943	2.77	404,016	1,556	94	260	69	13,202	2.63	34,661	129	102	269	75	132,725	2.72	360,477	1,353	98	266	67
Linens	8,129	3.57	28,991	97	84	299	49	79,851	3.77	301,042	937	85	321	46	6,304	3.70	23,301	74	86	317	64	66,395	3.72	247,256	814	82	304	55
Books	5,064	2.32	11,747	20	253	587	58	53,728	2.34	125,792	232	232	542	54	5,626	2.27	12,771	24	234	532	58	66,068	2.23	147,410	273	242	539	48
Shoes	1,496	7.02	10,504	21	71	500	72	17,461	7.28	127,182	250	70	509	68	1,343	7.77	10,442	21	64	497	73	13,200	7.17	94,652	198	67	479	70
Jewelry	1,579	3.58	5,652	0	0	N/A	46	13,734	3.89	53,363	0	0	N/A	51	1,486	4.24	6,302	0	0	N/A	61	12,316	4.57	56,264	0	0	N/A	55
Electrical	1,982	6.88	13,633	46	43	296	61	21,680	7.00	151,689	540	40	281	65	2,125	6.42	13,653	55	39	248	66	23,473	6.53	153,318	596	39	257	60
Furniture	626	12.01	7,516	0	0	N/A	76	6,020	10.55	63,512	0	0	N/A	89	649	15.96	10,357	0	0	N/A	82	6,744	15.20	102,524	0	0	N/A	80
Seasonal	2,903	4.02	11,671	0	0	N/A	25	25,428	4.35	110,582	0	0	N/A	13	1,901	4.46	8,479	0	0	N/A	52	19,746	4.02	79,376	0	0	N/A	17
Snacks	0	0.00	0	0	0	N/A	0	0	0.00	0	0	0	N/A	0	0	0.00	0	0	0	N/A	0	0	0.00	0	0	0	N/A	0
Total	61,665	4.45	274,115	491	126	558	56	611,025	4.57	2,790,662	4,899	125	570	57	53,222	4.41	234,735	410	130	573	73	553,227	4.23	2,342,428	4,383	126	534	58

Production Information

Items – The number of items processed for the selected time period

$/Item – The dollar average per item processed; to calculate divide the GSMR by the Item Count

Total $ – Total $ of items that were put out and processed (does not reflect what was actually sold)

Gaylord – Number of gaylords processed

Item/G – Number of items processed per gaylord

$/Gld – Dollars per gaylord

%Sell Thru – The percentage of items sold; the goals is 60%