

**Intergroup Association**  
**YTD Profit & Loss Budget vs. Actual**  
 January through December 2017

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Bookstore Income</b>	349,411.35	385,012.00	-35,600.65
<b>Conference Area Income</b>	18,219.23	17,030.00	1,189.23
<b>Convention 2018 Income</b>	220.00		
<b>Membership Donations</b>	112,097.83	87,000.00	25,097.83
<b>Other Types of Income</b>	276.23	130.00	146.23
<b>Total Income</b>	<u>480,224.64</u>	<u>489,172.00</u>	<u>-8,947.36</u>
<b>Cost of Goods Sold</b>			
<b>Cost of Goods Sold</b>	210,561.67	246,872.00	-36,310.33
<b>Total COGS</b>	<u>210,561.67</u>	<u>246,872.00</u>	<u>-36,310.33</u>
<b>Gross Profit</b>	269,662.97	242,300.00	27,362.97
<b>Expense</b>			
<b>Administration / Office Expense</b>	17,830.41	20,116.00	-2,285.59
<b>Bookstore Expenses</b>	16,604.22	17,354.00	-749.78
<b>Conference Area Expenses</b>	5,635.02	7,820.00	-2,184.98
<b>Contract Services</b>	13,902.50	10,300.00	3,602.50
<b>Convention 2018 Expenses</b>	677.51		
<b>Facilities and Equipment</b>	69,327.56	61,050.00	8,277.56
<b>Payroll Expenses</b>	100,444.56	117,809.00	-17,364.44
<b>Void</b>			
<b>Total Expense</b>	<u>224,421.78</u>	<u>234,449.00</u>	<u>-10,027.22</u>
<b>Net Ordinary Income</b>	<u>45,241.19</u>	<u>7,851.00</u>	<u>37,390.19</u>
<b>Net Income</b>	<u><u>45,241.19</u></u>	<u><u>7,851.00</u></u>	<u><u>37,390.19</u></u>