

**Intergroup Association, Inc.**  
**Profit & Loss Budget vs. Actual**  
December 2019

	<u>Dec 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	20,199.84	25,516.65	-5,316.81
Conference Area Income	890.00	1,120.00	-230.00
Membership Contributions	5,768.80	13,555.32	-7,786.52
Other Types of Income	242.86	16.66	226.20
<b>Total Income</b>	<u>27,101.50</u>	<u>40,208.63</u>	<u>-13,107.13</u>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	12,339.29	16,250.00	-3,910.71
<b>Total COGS</b>	<u>12,339.29</u>	<u>16,250.00</u>	<u>-3,910.71</u>
<b>Gross Profit</b>	<u>14,762.21</u>	<u>23,958.63</u>	<u>-9,196.42</u>
<b>Expense</b>			
Administration / Office Expense	1,659.99	3,224.83	-1,564.84
Bookstore Expenses	1,110.12	1,275.83	-165.71
Conference Area Expenses	157.00	170.00	-13.00
Contract Services	975.00	1,554.16	-579.16
Facilities and Equipment	6,158.17	5,494.08	664.09
Payroll Expenses	13,364.65	9,246.87	4,117.78
<b>Total Expense</b>	<u>23,424.93</u>	<u>20,965.77</u>	<u>2,459.16</u>
<b>Net Ordinary Income</b>	<u>-8,662.72</u>	<u>2,992.86</u>	<u>-11,655.58</u>