

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

	<u>Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Bookstore Income</b>	31,160.80	25,516.65	5,644.15	122.12%
<b>Conference Area Income</b>	875.00	2,120.00	-1,245.00	41.27%
<b>Membership Donations</b>	5,879.00	8,555.33	-2,676.33	68.72%
<b>Other Types of Income</b>	5.51	16.66	-11.15	33.07%
<b>Total Income</b>	<u>37,920.31</u>	<u>36,208.64</u>	<u>1,711.67</u>	<u>104.73%</u>
<b>Cost of Goods Sold</b>				
<b>Cost of Goods Sold</b>	16,867.13	16,250.00	617.13	103.8%
<b>Total COGS</b>	<u>16,867.13</u>	<u>16,250.00</u>	<u>617.13</u>	<u>103.8%</u>
<b>Gross Profit</b>	<u>21,053.18</u>	<u>19,958.64</u>	<u>1,094.54</u>	<u>105.48%</u>
<b>Expense</b>				
<b>Administration / Office Expense</b>	2,046.24	1,220.34	825.90	167.68%
<b>Bookstore Expenses</b>	1,463.26	1,275.83	187.43	114.69%
<b>Conference Area Expenses</b>	84.94	400.00	-315.06	21.24%
<b>Contract Services</b>	1,225.00	1,929.17	-704.17	63.5%
<b>Facilities and Equipment</b>	6,539.32	5,444.10	1,095.22	120.12%
<b>Payroll Expenses</b>	10,120.48	9,246.87	873.61	109.45%
<b>Total Expense</b>	<u>21,479.24</u>	<u>19,516.31</u>	<u>1,962.93</u>	<u>110.06%</u>
<b>Net Ordinary Income</b>	<u>-426.06</u>	<u>442.33</u>	<u>-868.39</u>	<u>-96.32%</u>
<b>Net Income</b>	<u><u>-426.06</u></u>	<u><u>442.33</u></u>	<u><u>-868.39</u></u>	<u><u>-96.32%</u></u>