

**Intergroup Association, Inc.**  
**Profit and Loss Budget vs. Actual**  
January 2020

	Jan 20	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	27,996.93	26,919.34	1,077.59
Conference Area Income	1,090.00	1,090.00	0.00
Membership Contributions	11,894.06	9,827.00	2,067.06
Other Types of Income	6.30	42.00	-35.70
<b>Total Income</b>	<b>40,987.29</b>	<b>37,878.34</b>	<b>3,108.95</b>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	18,008.78	16,667.00	1,341.78
<b>Total COGS</b>	<b>18,008.78</b>	<b>16,667.00</b>	<b>1,341.78</b>
<b>Gross Profit</b>	<b>22,978.51</b>	<b>21,211.34</b>	<b>1,767.17</b>
<b>Expense</b>			
Administration / Office Expense	2,305.10	1,908.52	396.58
Bookstore Expenses	1,082.36	1,324.50	-242.14
Conference Area Expenses	0.00	0.00	0.00
Contract Services	1,695.00	1,636.00	59.00
Facilities and Equipment	7,711.50	7,879.32	-167.82
Payroll Expenses	8,917.17	9,270.00	-352.83
<b>Total Expense</b>	<b>21,711.13</b>	<b>22,018.34</b>	<b>-307.21</b>
<b>Net Ordinary Income</b>	<b>1,267.38</b>	<b>-807.00</b>	<b>2,074.38</b>