

**Intergroup Association, Inc.**  
**Profit & Loss Budget vs. Actual**  
 March 2020

	Mar 20	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	9,491.03	26,919.34	-17,428.31
Conference Area Income	1,225.00	1,840.00	-615.00
Membership Contributions	6,988.12	7,157.00	-168.88
Other Types of Income	-41.07	42.00	-83.07
<b>Total Income</b>	<b>17,663.08</b>	<b>35,958.34</b>	<b>-18,295.26</b>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	5,532.28	16,667.00	-11,134.72
<b>Total COGS</b>	<b>5,532.28</b>	<b>16,667.00</b>	<b>-11,134.72</b>
<b>Gross Profit</b>	<b>12,130.80</b>	<b>19,291.34</b>	<b>-7,160.54</b>
<b>Expense</b>			
Administration / Office Expense	1,333.05	1,558.52	-225.47
Bookstore Expenses	1,167.78	1,324.50	-156.72
Conference Area Expenses	0.00	150.00	-150.00
Contract Services	988.75	1,556.00	-567.25
Facilities and Equipment	5,908.91	5,878.32	30.59
Payroll Expenses	7,561.96	9,270.00	-1,708.04
<b>Total Expense</b>	<b>16,960.45</b>	<b>19,737.34</b>	<b>-2,776.89</b>
<b>Net Ordinary Income</b>	<b>-4,829.65</b>	<b>-446.00</b>	<b>-4,383.65</b>