

**Intergroup Association, Inc.**  
**Profit & Loss Budget vs. Actual**  
 October 2022

	Oct 22	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	19,544.32	19,044.16	500.16
Conference Area Income	1,500.00	1,050.00	450.00
Membership Contributions	9,885.21	10,416.66	-531.45
Other Types of Income	611.08	8.33	602.75
<b>Total Income</b>	<b>31,540.61</b>	<b>30,519.15</b>	<b>1,021.46</b>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	12,671.44	11,000.00	1,671.44
<b>Total COGS</b>	<b>12,671.44</b>	<b>11,000.00</b>	<b>1,671.44</b>
<b>Gross Profit</b>	<b>18,869.17</b>	<b>19,519.15</b>	<b>-649.98</b>
<b>Expense</b>			
Administration / Office Expense	2,629.80	1,773.35	856.45
Bookstore Expenses	1,025.97	1,286.25	-260.28
Conference Area Expenses	0.00	0.00	0.00
Contract Services	450.85	820.83	-369.98
Facilities and Equipment	4,595.82	4,668.33	-72.51
Payroll Expenses	8,679.45	9,750.09	-1,070.64
<b>Total Expense</b>	<b>17,381.89</b>	<b>18,298.85</b>	<b>-916.96</b>
<b>Net Ordinary Income</b>	<b>1,487.28</b>	<b>1,220.30</b>	<b>266.98</b>
<b>Net Income</b>	<b>1,487.28</b>	<b>1,220.30</b>	<b>266.98</b>

**Intergroup Association, Inc.**  
**Profit & Loss Budget vs. Actual**  
 January through October 2022

	Jan - Oct 22	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	198,879.62	190,441.60	8,438.02
Conference Area Income	15,434.10	14,500.00	934.10
Membership Contributions	100,328.69	104,166.60	-3,837.91
Other Types of Income	622.74	83.30	539.44
<b>Total Income</b>	<b>315,265.15</b>	<b>309,191.50</b>	<b>6,073.65</b>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	120,033.76	110,000.00	10,033.76
<b>Total COGS</b>	<b>120,033.76</b>	<b>110,000.00</b>	<b>10,033.76</b>
<b>Gross Profit</b>	<b>195,231.39</b>	<b>199,191.50</b>	<b>-3,960.11</b>
<b>Expense</b>			
Administration / Office Expense	20,407.02	22,733.50	-2,326.48
Bookstore Expenses	11,197.11	12,862.50	-1,665.39
Conference Area Expenses	2,567.20	1,400.00	1,167.20
Contract Services	5,026.75	10,708.30	-5,681.55
Facilities and Equipment	50,928.70	45,623.30	5,305.40
Payroll Expenses	85,965.57	97,503.24	-11,537.67
<b>Total Expense</b>	<b>176,092.35</b>	<b>190,830.84</b>	<b>-14,738.49</b>
<b>Net Ordinary Income</b>	<b>19,139.04</b>	<b>8,360.66</b>	<b>10,778.38</b>
<b>Net Income</b>	<b>19,139.04</b>	<b>8,360.66</b>	<b>10,778.38</b>