

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

	Dec 22	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	18,970.77	19,044.30	-73.53
Conference Area Income	1,630.00	2,100.00	-470.00
Membership Contributions	6,379.16	10,416.80	-4,037.64
Other Types of Income	152.80	8.40	144.40
<b>Total Income</b>	<b>27,132.73</b>	<b>31,569.50</b>	<b>-4,436.77</b>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	11,514.96	11,000.00	514.96
<b>Total COGS</b>	<b>11,514.96</b>	<b>11,000.00</b>	<b>514.96</b>
<b>Gross Profit</b>	<b>15,617.77</b>	<b>20,569.50</b>	<b>-4,951.73</b>
<b>Expense</b>			
Administration / Office Expense	1,901.88	2,623.42	-721.54
Bookstore Expenses	771.39	1,336.25	-564.86
Conference Area Expenses	356.89	5,375.00	-5,018.11
Contract Services	250.00	3,320.90	-3,070.90
Facilities and Equipment	4,312.70	8,328.37	-4,015.67
Payroll Expenses	16,222.39	9,749.37	6,473.02
<b>Total Expense</b>	<b>23,815.25</b>	<b>30,733.31</b>	<b>-6,918.06</b>
<b>Net Ordinary Income</b>	<b>-8,197.48</b>	<b>-10,163.81</b>	<b>1,966.33</b>

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

	Jan - Dec 22	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	233,709.47	228,530.00	5,179.47
Conference Area Income	17,664.10	18,150.00	-485.90
Membership Contributions	113,266.55	125,000.00	-11,733.45
Other Types of Income	784.85	100.00	684.85
<b>Total Income</b>	<b>365,424.97</b>	<b>371,780.00</b>	<b>-6,355.03</b>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	140,838.95	132,000.00	8,838.95
<b>Total COGS</b>	<b>140,838.95</b>	<b>132,000.00</b>	<b>8,838.95</b>
<b>Gross Profit</b>	<b>224,586.02</b>	<b>239,780.00</b>	<b>-15,193.98</b>
<b>Expense</b>			
Administration / Office Expense	23,986.87	27,230.24	-3,243.37
Bookstore Expenses	12,810.84	15,485.00	-2,674.16
Conference Area Expenses	3,621.43	6,925.00	-3,303.57
Contract Services	7,896.75	14,850.00	-6,953.25
Facilities and Equipment	59,896.54	58,280.04	1,616.50
Payroll Expenses	111,005.10	117,001.56	-5,996.46
<b>Total Expense</b>	<b>219,217.53</b>	<b>239,771.84</b>	<b>-20,554.31</b>
<b>Net Ordinary Income</b>	<b>5,368.49</b>	<b>8.16</b>	<b>5,360.33</b>
<b>Net Income</b>	<b>5,368.49</b>	<b>8.16</b>	<b>5,360.33</b>