

**Intergroup Association, Inc.**  
**Profit & Loss Budget vs. Actual**  
**March 2023**

|                                 | Mar 23           | Budget           | \$ Over Budget   |
|---------------------------------|------------------|------------------|------------------|
| <b>Ordinary Income/Expense</b>  |                  |                  |                  |
| <b>Income</b>                   |                  |                  |                  |
| Bookstore Income                | 19,689.33        | 19,711.00        | -21.67           |
| Conference Area Income          | 3,300.00         | 1,117.00         | 2,183.00         |
| Membership Contributions        | 7,634.55         | 10,324.00        | -2,689.45        |
| Other Types of Income           | -230.31          | 55.00            | -285.31          |
| <b>Total Income</b>             | <b>30,393.57</b> | <b>31,207.00</b> | <b>-813.43</b>   |
| <b>Cost of Goods Sold</b>       |                  |                  |                  |
| Cost of Goods Sold              | 11,240.89        | 11,500.00        | -259.11          |
| <b>Total COGS</b>               | <b>11,240.89</b> | <b>11,500.00</b> | <b>-259.11</b>   |
| <b>Gross Profit</b>             | <b>19,152.68</b> | <b>19,707.00</b> | <b>-554.32</b>   |
| <b>Expense</b>                  |                  |                  |                  |
| Administration / Office Expense | 1,916.38         | 1,870.52         | 45.86            |
| Bookstore Expenses              | 818.22           | 1,126.50         | -308.28          |
| Conference Area Expenses        | 0.00             | 0.00             | 0.00             |
| Contract Services               | 250.00           | 620.00           | -370.00          |
| Facilities and Equipment        | 7,015.79         | 4,424.00         | 2,591.79         |
| Payroll Expenses                | 10,623.93        | 10,528.00        | 95.93            |
| <b>Total Expense</b>            | <b>20,624.32</b> | <b>18,569.02</b> | <b>2,055.30</b>  |
| <b>Net Ordinary Income</b>      | <b>-1,471.64</b> | <b>1,137.98</b>  | <b>-2,609.62</b> |
| <b>Net Income</b>               | <b>-1,471.64</b> | <b>1,137.98</b>  | <b>-2,609.62</b> |

**Intergroup Association, Inc.**  
**Profit & Loss Budget vs. Actual**  
January through March 2023

|                                 | <b>Jan - Mar 23</b> | <b>Budget</b>    | <b>\$ Over Budget</b> |
|---------------------------------|---------------------|------------------|-----------------------|
| <b>Ordinary Income/Expense</b>  |                     |                  |                       |
| <b>Income</b>                   |                     |                  |                       |
| Bookstore Income                | 68,010.39           | 59,133.00        | 8,877.39              |
| Conference Area Income          | 4,525.00            | 3,351.00         | 1,174.00              |
| Membership Contributions        | 29,780.06           | 30,972.00        | -1,191.94             |
| Other Types of Income           | 40.93               | 165.00           | -124.07               |
| <b>Total Income</b>             | <b>102,356.38</b>   | <b>93,621.00</b> | <b>8,735.38</b>       |
| <b>Cost of Goods Sold</b>       |                     |                  |                       |
| Cost of Goods Sold              | 43,216.43           | 34,500.00        | 8,716.43              |
| <b>Total COGS</b>               | <b>43,216.43</b>    | <b>34,500.00</b> | <b>8,716.43</b>       |
| <b>Gross Profit</b>             | <b>59,139.95</b>    | <b>59,121.00</b> | <b>18.95</b>          |
| <b>Expense</b>                  |                     |                  |                       |
| Administration / Office Expense | 5,417.71            | 5,611.56         | -193.85               |
| Bookstore Expenses              | 3,100.89            | 3,379.50         | -278.61               |
| Conference Area Expenses        | 0.00                | 0.00             | 0.00                  |
| Contract Services               | 1,312.25            | 1,860.00         | -547.75               |
| Facilities and Equipment        | 17,207.47           | 13,813.25        | 3,394.22              |
| Payroll Expenses                | 30,888.31           | 31,584.00        | -695.69               |
| <b>Total Expense</b>            | <b>57,926.63</b>    | <b>56,248.31</b> | <b>1,678.32</b>       |
| <b>Net Ordinary Income</b>      | <b>1,213.32</b>     | <b>2,872.69</b>  | <b>-1,659.37</b>      |
| <b>Net Income</b>               | <b>1,213.32</b>     | <b>2,872.69</b>  | <b>-1,659.37</b>      |