

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

	Jul 23	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	23,871.09	19,711.00	4,160.09
Conference Area Income	3,300.00	1,117.00	2,183.00
Membership Contributions	9,598.86	10,324.00	-725.14
Other Types of Income	2.77	55.00	-52.23
<b>Total Income</b>	<b>36,772.72</b>	<b>31,207.00</b>	<b>5,565.72</b>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	14,983.13	11,500.00	3,483.13
<b>Total COGS</b>	<b>14,983.13</b>	<b>11,500.00</b>	<b>3,483.13</b>
<b>Gross Profit</b>	<b>21,789.59</b>	<b>19,707.00</b>	<b>2,082.59</b>
<b>Expense</b>			
Administration / Office Expense	4,587.80	5,370.52	-782.72
Bookstore Expenses	1,334.24	1,126.50	207.74
Conference Area Expenses	0.00	0.00	0.00
Contract Services	250.00	620.00	-370.00
Facilities and Equipment	5,117.39	4,965.25	152.14
Payroll Expenses	6,449.86	10,528.00	-4,078.14
<b>Total Expense</b>	<b>17,739.29</b>	<b>22,610.27</b>	<b>-4,870.98</b>
<b>Net Income</b>	<b>4,050.30</b>	<b>-2,903.27</b>	<b>6,953.57</b>

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

	Jan - Jul 23	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	162,677.24	137,977.00	24,700.24
Conference Area Income	12,847.41	12,819.00	28.41
Membership Contributions	68,593.26	72,268.00	-3,674.74
Other Types of Income	910.80	385.00	525.80
<b>Total Income</b>	245,028.71	223,449.00	21,579.71
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	98,724.00	80,500.00	18,224.00
<b>Total COGS</b>	98,724.00	80,500.00	18,224.00
<b>Gross Profit</b>	146,304.71	142,949.00	3,355.71
<b>Expense</b>			
Administration / Office Expense	16,504.34	16,593.64	-89.30
Bookstore Expenses	7,612.45	7,885.50	-273.05
Conference Area Expenses	1,764.61	2,225.00	-460.39
Contract Services	3,723.10	4,340.00	-616.90
Facilities and Equipment	35,624.47	32,591.75	3,032.72
Payroll Expenses	63,051.23	73,696.00	-10,644.77
<b>Total Expense</b>	128,280.20	137,331.89	-9,051.69
<b>Net Income</b>	18,024.51	5,617.11	12,407.40