

**Intergroup Association, Inc.**  
**Profit & Loss Budget vs. Actual**  
 July 2024

	Jul 24	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Bookstore Income</b>	21,271.45	23,919.00	-2,647.55
<b>Conference Area Income</b>	891.00	1,190.00	-299.00
<b>Membership Contributions</b>	10,364.02	9,682.00	682.02
<b>Other Types of Income</b>	3.04	135.00	-131.96
<b>Total Income</b>	32,529.51	34,926.00	-2,396.49
<b>Cost of Goods Sold</b>			
<b>Cost of Goods Sold</b>	12,722.32	14,726.25	-2,003.93
<b>Total COGS</b>	12,722.32	14,726.25	-2,003.93
<b>Gross Profit</b>	19,807.19	20,199.75	-392.56
<b>Expense</b>			
<b>Administration / Office Expense</b>	3,870.14	3,340.44	529.70
<b>Bookstore Expenses</b>	837.09	1,082.19	-245.10
<b>Conference Area Expenses</b>	200.00	0.00	200.00
<b>Contract Services</b>	250.00	610.00	-360.00
<b>Facilities and Equipment</b>	5,075.16	5,475.61	-400.45
<b>Payroll Expenses</b>	8,444.72	10,304.00	-1,859.28
<b>Total Expense</b>	18,677.11	20,812.24	-2,135.13
<b>Net Income</b>	1,130.08	-612.49	1,742.57

**COGS as percentage of Bookstore Income:**

<b>Budgeted</b>	61.6%
<b>Actual</b>	59.8%

**Intergroup Association, Inc.**  
**Profit & Loss Budget vs. Actual**  
 January through July 2024

	Jan - Jul 24	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
Bookstore Income	159,749.54	167,433.00	-7,683.46
Conference Area Income	10,981.00	9,130.00	1,851.00
Membership Contributions	65,513.10	67,774.00	-2,260.90
Other Types of Income	1,488.59	945.00	543.59
<b>Total Income</b>	<b>237,732.23</b>	<b>245,282.00</b>	<b>-7,549.77</b>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	99,927.58	103,083.75	-3,156.17
<b>Total COGS</b>	<b>99,927.58</b>	<b>103,083.75</b>	<b>-3,156.17</b>
<b>Gross Profit</b>	<b>137,804.65</b>	<b>142,198.25</b>	<b>-4,393.60</b>
<b>Expense</b>			
Administration / Office Expense	15,735.43	13,564.19	2,171.24
Bookstore Expenses	6,582.64	7,575.33	-992.69
Conference Area Expenses	1,549.54	300.00	1,249.54
Contract Services	8,555.20	7,268.25	1,286.95
Facilities and Equipment	39,974.87	36,329.27	3,645.60
Payroll Expenses	67,854.36	73,078.00	-5,223.64
<b>Total Expense</b>	<b>140,252.04</b>	<b>138,115.04</b>	<b>2,137.00</b>
<b>Net Income</b>	<b>-2,447.39</b>	<b>4,083.21</b>	<b>-6,530.60</b>

**COGS as percentage of Bookstore Income:**

Budgeted	61.6%
Actual	62.6%