# Intergroup Association, Inc.
## Profit & Loss Budget vs. Actual
### March 2025

| | Mar 25 | Budget | $ Over Budget |
|---|---|---|---|
| **Ordinary Income/Expense** | | | |
| **Income** | | | |
| **Bookstore Income** | 17,444.16 | 23,502.00 | -6,057.84 |
| **Conference Area Income** | 1,505.00 | 2,075.00 | -570.00 |
| **Membership Contributions** | 6,572.84 | 8,938.00 | -2,365.16 |
| **Other Types of Income** | 18.68 | 230.00 | -211.32 |
| **Total Income** | 25,540.68 | 34,745.00 | -9,204.32 |
| **Cost of Goods Sold** | | | |
| **Cost of Goods Sold** | 10,189.85 | 14,853.00 | -4,663.15 |
| **Total COGS** | 10,189.85 | 14,853.00 | -4,663.15 |
| **Gross Profit** | 15,350.83 | 19,892.00 | -4,541.17 |
| **Expense** | | | |
| **Administration / Office Expense** | 2,297.16 | 2,106.00 | 191.16 |
| **Bookstore Expenses** | 1,397.09 | 981.19 | 415.90 |
| **Conference Area Expenses** | 770.83 | 350.00 | 420.83 |
| **Contract Services** | 448.50 | 1,200.00 | -751.50 |
| **Facilities and Equipment** | 3,678.83 | 5,022.28 | -1,343.45 |
| **Payroll Expenses** | 9,394.35 | 10,206.00 | -811.65 |
| **Total Expense** | 17,986.76 | 19,865.47 | -1,878.71 |
| **Net Ordinary Income** | -2,635.93 | 26.53 | -2,662.46 |

**COGS as percentage of Bookstore Income:**

| | |
|---|---|
| **Budgeted** | 63.2% |
| **Actual** | 58.4% |

# Intergroup Association, Inc.
# Profit & Loss Budget vs. Actual
### January through March 2025

| | Jan - Mar 25 | Budget | $ Over Budget |
|---|---|---|---|
| **Ordinary Income/Expense** | | | |
| **Income** | | | |
| Bookstore Income | 70,048.42 | 70,506.00 | -457.58 |
| Conference Area Income | 6,000.00 | 4,425.00 | 1,575.00 |
| Membership Contributions | 20,266.01 | 26,814.00 | -6,547.99 |
| Other Types of Income | 19.21 | 690.00 | -670.79 |
| **Total Income** | 96,333.64 | 102,435.00 | -6,101.36 |
| **Cost of Goods Sold** | | | |
| Cost of Goods Sold | 40,825.03 | 44,559.00 | -3,733.97 |
| **Total COGS** | 40,825.03 | 44,559.00 | -3,733.97 |
| **Gross Profit** | 55,508.61 | 57,876.00 | -2,367.39 |
| **Expense** | | | |
| Administration / Office Expense | 5,870.98 | 6,318.00 | -447.02 |
| Bookstore Expenses | 3,681.32 | 2,943.57 | 737.75 |
| Conference Area Expenses | 770.83 | 350.00 | 420.83 |
| Contract Services | 1,069.10 | 2,400.00 | -1,330.90 |
| Facilities and Equipment | 14,583.59 | 15,566.84 | -983.25 |
| Payroll Expenses | 28,788.91 | 30,618.00 | -1,829.09 |
| **Total Expense** | 54,764.73 | 58,196.41 | -3,431.68 |
| **Net Ordinary Income** | 743.88 | -320.41 | 1,064.29 |

**COGS as percentage of Bookstore Income:**

| | |
|---|---|
| Budgeted | 63.2% |
| Actual | 58.3% |