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

Ordinary Income/Expense         Apr 25         Budget         \$ over Budget           Income         Bookstore Income         23,712.74         23,502.00         210.74           Conference Area Income         940.00         1,175.00         -235.00           Membership Contributions         8,790.88         13,938.00         -5,147.12           Other Types of Income         425.07         230.00         -195.07           Total Income         33,868.69         38,845.00         -4,976.31           Cost of Goods Sold         15,849.82         14,853.00         996.82           Total COGS         15,849.82         14,853.00         996.82           Gross Profit         18,018.87         23,992.00         -5,973.13           Expense         863.13         299.00         1,487.03           Bookstore Expenses         863.13         982.19         -119.06           Conference Area Expenses         9.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         1,206.00         -864.43           Net Ordinary Income <t< th=""><th>•</th><th></th><th></th><th></th></t<>	•			
Income		Apr 25	Budget	\$ Over Budget
Bookstore Income   23,712.74   23,502.00   210.74   Conference Area Income   940.00   1,175.00   -235.00   Membership Contributions   8,790.88   13,938.00   -5,147.12   Other Types of Income   425.07   230.00   195.07   Total Income   33,868.69   38,845.00   -4,976.31   Cost of Goods Sold   15,849.82   14,853.00   996.82   Total COGS   15,849.82   14,853.00   996.82   Gross Profit   18,018.87   23,992.00   -5,973.13   Expense   Administration / Office Expense   863.13   982.19   -119.06   Conference Area Expenses   863.13   982.19   -119.06   Conference Area Expenses   0.00   0.00   0.00   Contract Services   299.00   1,200.00   -901.00   Facilities and Equipment   4,915.44   5,022.28   -106.84   Payroll Expenses   9,341.57   10,206.00   -864.43   Total Expense   19,012.17   19,516.47   -504.30   Net Ordinary Income   -993.30   4,475.53   -5,468.83   Other Income   Realized/Unrealied Gains&Losses   33.20   Net Other Income   33.20   Net Other Income	Ordinary Income/Expense			
Conference Area Income         940.00         1,175.00         -235.00           Membership Contributions         8,790.88         13,938.00         -5,147.12           Other Types of Income         425.07         230.00         195.07           Total Income         33,868.69         38,845.00         -4,976.31           Cost of Goods Sold         15,849.82         14,853.00         996.82           Total COGS         15,849.82         14,853.00         996.82           Gross Profit         18,018.87         23,992.00         -5,973.13           Expense         3,593.03         2,106.00         1,487.03           Bookstore Expenses         863.13         982.19         -119.06           Conference Area Expenses         0.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income         33.20	Income			
Membership Contributions         8,790.88 13,938.00         -5,147.12           Other Types of Income         425.07 230.00         195.07           Total Income         33,868.69 38,845.00         -4,976.31           Cost of Goods Sold         15,849.82 14,853.00         996.82           Total COGS         15,849.82 14,853.00         996.82           Gross Profit         18,018.87 23,992.00         -5,973.13           Expense         Administration / Office Expense         3,593.03 2,106.00         1,487.03           Bookstore Expenses         863.13 982.19         -119.06           Conference Area Expenses         0.00 0.00         0.00           Contract Services         299.00 1,200.00         -901.00           Facilities and Equipment         4,915.44 5,022.28         -106.84           Payroll Expenses         9,341.57 10,206.00         -864.43           Total Expense         19,012.17 19,516.47         -504.30           Net Ordinary Income         -993.30 4,475.53         -5,468.83           Other Income/Expense         33.20           Total Other Income         33.20           Net Other Income         33.20	<b>Bookstore Income</b>	23,712.74	23,502.00	210.74
Other Types of Income         425.07         230.00         195.07           Total Income         33,868.69         38,845.00         -4,976.31           Cost of Goods Sold         15,849.82         14,853.00         996.82           Total COGS         15,849.82         14,853.00         996.82           Gross Profit         18,018.87         23,992.00         -5,973.13           Expense         Administration / Office Expense         3,593.03         2,106.00         1,487.03           Bookstore Expenses         863.13         982.19         -119.06           Conference Area Expenses         0.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income/Expense         33.20           Total Other Income         33.20           Net Other Income         33.20	Conference Area Income	940.00	1,175.00	-235.00
Total Income         33,868.69         38,845.00         -4,976.31           Cost of Goods Sold         15,849.82         14,853.00         996.82           Total COGS         15,849.82         14,853.00         996.82           Gross Profit         18,018.87         23,992.00         -5,973.13           Expense         Administration / Office Expense         3,593.03         2,106.00         1,487.03           Bookstore Expenses         863.13         982.19         -119.06           Conference Area Expenses         0.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income/Expense         33.20           Total Other Income         33.20           Net Other Income         33.20	Membership Contributions	8,790.88	13,938.00	-5,147.12
Cost of Goods Sold         15,849.82         14,853.00         996.82           Total COGS         15,849.82         14,853.00         996.82           Gross Profit         18,018.87         23,992.00         -5,973.13           Expense         3,593.03         2,106.00         1,487.03           Bookstore Expenses         863.13         982.19         -119.06           Conference Area Expenses         0.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income/Expense         33.20         -5,468.83           Total Other Income         33.20           Net Other Income         33.20	Other Types of Income	425.07	230.00	195.07
Cost of Goods Sold         15,849.82         14,853.00         996.82           Total COGS         15,849.82         14,853.00         996.82           Gross Profit         18,018.87         23,992.00         -5,973.13           Expense         3,593.03         2,106.00         1,487.03           Bookstore Expenses         863.13         982.19         -119.06           Conference Area Expenses         0.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income         33.20         33.20           Net Other Income         33.20           Net Other Income         33.20	Total Income	33,868.69	38,845.00	-4,976.31
Total COGS         15,849.82         14,853.00         996.82           Gross Profit         18,018.87         23,992.00         -5,973.13           Expense         3,593.03         2,106.00         1,487.03           Bookstore Expenses         863.13         982.19         -119.06           Conference Area Expenses         0.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income         33.20           Total Other Income         33.20           Net Other Income         33.20	Cost of Goods Sold			
Gross Profit         18,018.87         23,992.00         -5,973.13           Expense         3,593.03         2,106.00         1,487.03           Bookstore Expenses         863.13         982.19         -119.06           Conference Area Expenses         0.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income/Expense         33.20         33.20           Total Other Income         33.20           Net Other Income         33.20	Cost of Goods Sold	15,849.82	14,853.00	996.82
Expense         Administration / Office Expense       3,593.03       2,106.00       1,487.03         Bookstore Expenses       863.13       982.19       -119.06         Conference Area Expenses       0.00       0.00       0.00         Contract Services       299.00       1,200.00       -901.00         Facilities and Equipment       4,915.44       5,022.28       -106.84         Payroll Expenses       9,341.57       10,206.00       -864.43         Total Expense       19,012.17       19,516.47       -504.30         Net Ordinary Income       -993.30       4,475.53       -5,468.83         Other Income       33.20         Total Other Income       33.20         Net Other Income       33.20	Total COGS	15,849.82	14,853.00	996.82
Administration / Office Expense       3,593.03       2,106.00       1,487.03         Bookstore Expenses       863.13       982.19       -119.06         Conference Area Expenses       0.00       0.00       0.00         Contract Services       299.00       1,200.00       -901.00         Facilities and Equipment       4,915.44       5,022.28       -106.84         Payroll Expenses       9,341.57       10,206.00       -864.43         Total Expense       19,012.17       19,516.47       -504.30         Net Ordinary Income       -993.30       4,475.53       -5,468.83         Other Income       33.20         Total Other Income       33.20         Net Other Income       33.20	Gross Profit	18,018.87	23,992.00	-5,973.13
Bookstore Expenses         863.13         982.19         -119.06           Conference Area Expenses         0.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income         33.20           Total Other Income         33.20           Net Other Income         33.20	Expense			
Conference Area Expenses         0.00         0.00         0.00           Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income         33.20           Total Other Income         33.20           Net Other Income         33.20	Administration / Office Expense	3,593.03	2,106.00	1,487.03
Contract Services         299.00         1,200.00         -901.00           Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income         Realized/Unrealied Gains&Losses         33.20           Total Other Income         33.20           Net Other Income         33.20	<b>Bookstore Expenses</b>	863.13	982.19	-119.06
Facilities and Equipment         4,915.44         5,022.28         -106.84           Payroll Expenses         9,341.57         10,206.00         -864.43           Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income/Expense         33.20           Total Other Income         33.20           Net Other Income         33.20	Conference Area Expenses	0.00	0.00	0.00
Payroll Expenses         9,341.57 10,206.00         -864.43           Total Expense         19,012.17 19,516.47         -504.30           Net Ordinary Income         -993.30 4,475.53         -5,468.83           Other Income         Realized/Unrealied Gains&Losses         33.20           Total Other Income         33.20           Net Other Income         33.20	<b>Contract Services</b>	299.00	1,200.00	-901.00
Total Expense         19,012.17         19,516.47         -504.30           Net Ordinary Income         -993.30         4,475.53         -5,468.83           Other Income/Expense         Other Income         33.20           Total Other Income         33.20           Net Other Income         33.20	Facilities and Equipment	4,915.44	5,022.28	-106.84
Net Ordinary Income -993.30 4,475.53 -5,468.83  Other Income/Expense Other Income Realized/Unrealied Gains&Losses 33.20 Total Other Income 33.20 Net Other Income 33.20	Payroll Expenses	9,341.57	10,206.00	-864.43
Other Income/Expense Other Income Realized/Unrealied Gains&Losses 33.20 Total Other Income 33.20 Net Other Income 33.20	Total Expense	19,012.17	19,516.47	-504.30
Other Income  Realized/Unrealied Gains&Losses 33.20  Total Other Income 33.20  Net Other Income 33.20	Net Ordinary Income	-993.30	4,475.53	-5,468.83
Realized/Unrealied Gains&Losses 33.20 Total Other Income 33.20 Net Other Income 33.20	Other Income/Expense			
Total Other Income 33.20 Net Other Income 33.20	Other Income			
Net Other Income 33.20	Realized/Unrealied Gains&Losses	33.20		
	Total Other Income	33.20		
Net Income -960.10 4,475.53 -5,435.63	Net Other Income	33.20		
	Net Income	-960.10	4,475.53	-5,435.63

COGS as percentage of Bookstore Income:

 Budgeted
 63.2%

 Actual
 66.8%

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

January through April 2025

	Jan - Apr 25	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
<b>Bookstore Income</b>	93,761.16	94,008.00	-246.84
Conference Area Income	6,940.00	5,600.00	1,340.00
Membership Contributions	29,056.89	40,752.00	-11,695.11
Other Types of Income	444.28	920.00	-475.72
Total Income	130,202.33	141,280.00	-11,077.67
Cost of Goods Sold			
Cost of Goods Sold	56,674.85	59,412.00	-2,737.15
Total COGS	56,674.85	59,412.00	-2,737.15
Gross Profit	73,527.48	81,868.00	-8,340.52
Expense			
Administration / Office Expense	9,459.82	8,424.00	1,035.82
<b>Bookstore Expenses</b>	4,544.45	3,925.76	618.69
Conference Area Expenses	770.83	350.00	420.83
Contract Services	1,368.10	3,600.00	-2,231.90
Facilities and Equipment	19,499.03	20,589.12	-1,090.09
Payroll Expenses	38,130.48	40,824.00	-2,693.52
Total Expense	73,772.71	77,712.88	-3,940.17
Net Ordinary Income	-245.23	4,155.12	-4,400.35
Other Income/Expense			
Other Income			
Realized/Unrealied Gains&Losses	14.80		
<b>Total Other Income</b>	14.80		
Net Other Income	14.80		
Net Income	-230.43	4,155.12	-4,385.55

COGS as percentage of Bookstore Income:

 Budgeted
 63.2%

 Actual
 60.4%