

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

	<u>Sep 25</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Bookstore Income	19,154.49	23,502.00	-4,347.51
Conference Area Income	1,620.00	2,075.00	-455.00
Membership Contributions	5,006.32	8,939.00	-3,932.68
Other Types of Income	<u>0.26</u>	<u>230.00</u>	<u>-229.74</u>
Total Income	<u>25,781.07</u>	<u>34,746.00</u>	<u>-8,964.93</u>
Cost of Goods Sold			
Cost of Goods Sold	<u>11,929.70</u>	<u>14,853.00</u>	<u>-2,923.30</u>
Total COGS	<u>11,929.70</u>	<u>14,853.00</u>	<u>-2,923.30</u>
Gross Profit	<u>13,851.37</u>	<u>19,893.00</u>	<u>-6,041.63</u>
Expense			
Administration / Office Expense	1,676.20	3,606.00	-1,929.80
Bookstore Expenses	913.92	982.19	-68.27
Conference Area Expenses	256.25	350.00	-93.75
Contract Services	299.00	600.00	-301.00
Facilities and Equipment	5,077.07	5,022.28	54.79
Payroll Expenses	<u>7,685.35</u>	<u>10,206.00</u>	<u>-2,520.65</u>
Total Expense	<u>15,907.79</u>	<u>20,766.47</u>	<u>-4,858.68</u>
Net Ordinary Income	<u>-2,056.42</u>	<u>-873.47</u>	<u>-1,182.95</u>
Other Income/Expense			
Other Income			
Realized/Unrealied Gains&Losses	<u>64.35</u>		
Total Other Income	<u>64.35</u>		
Net Other Income	<u>64.35</u>		
Net Income	<u>-1,992.07</u>	<u>-873.47</u>	<u>-1,118.60</u>

COGS as percentage of Bookstore Income:

Budgeted	63.2%
Actual	62.3%

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

	Jan - Sep 25	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Bookstore Income	198,477.68	211,518.00	-13,040.32
Conference Area Income	16,973.00	16,875.00	98.00
Membership Contributions	65,568.65	85,444.00	-19,875.35
Other Types of Income	1,921.77	2,070.00	-148.23
Total Income	282,941.10	315,907.00	-32,965.90
Cost of Goods Sold			
Cost of Goods Sold	122,533.40	133,677.00	-11,143.60
Total COGS	122,533.40	133,677.00	-11,143.60
Gross Profit	160,407.70	182,230.00	-21,822.30
Expense			
Administration / Office Expense	19,541.53	20,454.00	-912.47
Bookstore Expenses	9,361.38	8,835.71	525.67
Conference Area Expenses	1,758.57	2,800.00	-1,041.43
Contract Services	6,783.95	6,600.00	183.95
Facilities and Equipment	48,247.23	46,700.52	1,546.71
Payroll Expenses	79,565.61	91,854.00	-12,288.39
Total Expense	165,258.27	177,244.23	-11,985.96
Net Ordinary Income	-4,850.57	4,985.77	-9,836.34
Other Income/Expense			
Other Income			
Realized/Unrealized Gains&Losses	181.20		
Total Other Income	181.20		
Net Other Income	181.20		
Net Income	-4,669.37	4,985.77	-9,655.14

COGS as percentage of Bookstore Income:

Budgeted	63.2%
Actual	61.7%