

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

	Oct 25	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Bookstore Income</b>	18,323.07	23,502.00	-5,178.93
<b>Conference Area Income</b>	925.25	1,175.00	-249.75
<b>Membership Contributions</b>	19,370.86	8,939.00	10,431.86
<b>Other Types of Income</b>	432.95	230.00	202.95
<b>Total Income</b>	<b>39,052.13</b>	<b>33,846.00</b>	<b>5,206.13</b>
<b>Cost of Goods Sold</b>			
<b>Cost of Goods Sold</b>	11,003.65	14,853.00	-3,849.35
<b>Total COGS</b>	<b>11,003.65</b>	<b>14,853.00</b>	<b>-3,849.35</b>
<b>Gross Profit</b>	<b>28,048.48</b>	<b>18,993.00</b>	<b>9,055.48</b>
<b>Expense</b>			
<b>Administration / Office Expense</b>	3,012.21	2,706.00	306.21
<b>Bookstore Expenses</b>	1,062.84	982.19	80.65
<b>Conference Area Expenses</b>	0.00	0.00	0.00
<b>Contract Services</b>	809.00	600.00	209.00
<b>Facilities and Equipment</b>	5,338.88	5,022.28	316.60
<b>Payroll Expenses</b>	7,187.80	10,206.00	-3,018.20
<b>Total Expense</b>	<b>17,410.73</b>	<b>19,516.47</b>	<b>-2,105.74</b>
<b>Net Ordinary Income</b>	<b>10,637.75</b>	<b>-523.47</b>	<b>11,161.22</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>Realized/Unrealized Gains&amp;Losses</b>	<b>36.15</b>		
<b>Total Other Income</b>	<b>36.15</b>		
<b>Net Other Income</b>	<b>36.15</b>		
<b>Net Income</b>	<b>10,673.90</b>	<b>-523.47</b>	<b>11,197.37</b>

**COGS as percentage of Bookstore Income:**

<b>Budgeted</b>	63.2%
<b>Actual</b>	60.1%

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

	Jan - Oct 25	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Bookstore Income</b>	216,800.75	235,020.00	-18,219.25
<b>Conference Area Income</b>	17,898.25	18,050.00	-151.75
<b>Membership Contributions</b>	84,939.51	94,383.00	-9,443.49
<b>Other Types of Income</b>	2,354.72	2,300.00	54.72
<b>Total Income</b>	<b>321,993.23</b>	<b>349,753.00</b>	<b>-27,759.77</b>
<b>Cost of Goods Sold</b>			
<b>Cost of Goods Sold</b>	133,537.05	148,530.00	-14,992.95
<b>Total COGS</b>	<b>133,537.05</b>	<b>148,530.00</b>	<b>-14,992.95</b>
<b>Gross Profit</b>	<b>188,456.18</b>	<b>201,223.00</b>	<b>-12,766.82</b>
<b>Expense</b>			
<b>Administration / Office Expense</b>	22,553.74	23,160.00	-606.26
<b>Bookstore Expenses</b>	10,424.22	9,817.90	606.32
<b>Conference Area Expenses</b>	1,758.57	2,800.00	-1,041.43
<b>Contract Services</b>	7,592.95	7,200.00	392.95
<b>Facilities and Equipment</b>	53,586.11	51,722.80	1,863.31
<b>Payroll Expenses</b>	86,753.41	102,060.00	-15,306.59
<b>Total Expense</b>	<b>182,669.00</b>	<b>196,760.70</b>	<b>-14,091.70</b>
<b>Net Ordinary Income</b>	<b>5,787.18</b>	<b>4,462.30</b>	<b>1,324.88</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>Realized/Unrealized Gains&amp;Losses</b>	217.35		
<b>Total Other Income</b>	<b>217.35</b>		
<b>Net Other Income</b>	<b>217.35</b>		
<b>Net Income</b>	<b>6,004.53</b>	<b>4,462.30</b>	<b>1,542.23</b>

**COGS as percentage of Bookstore Income:**

<b>Budgeted</b>	63.2%
<b>Actual</b>	61.6%