

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

	Nov 25	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Bookstore Income</b>	14,535.45	23,502.00	-8,966.55
<b>Conference Area Income</b>	1,340.00	2,075.00	-735.00
<b>Membership Contributions</b>	7,290.06	8,939.00	-1,648.94
<b>Other Types of Income</b>	563.23	230.00	333.23
<b>Total Income</b>	<b>23,728.74</b>	<b>34,746.00</b>	<b>-11,017.26</b>
<b>Cost of Goods Sold</b>			
<b>Cost of Goods Sold</b>	8,778.23	14,853.00	-6,074.77
<b>Total COGS</b>	<b>8,778.23</b>	<b>14,853.00</b>	<b>-6,074.77</b>
<b>Gross Profit</b>	<b>14,950.51</b>	<b>19,893.00</b>	<b>-4,942.49</b>
<b>Expense</b>			
<b>Administration / Office Expense</b>	1,506.27	2,107.00	-600.73
<b>Bookstore Expenses</b>	809.79	982.19	-172.40
<b>Conference Area Expenses</b>	255.75	350.00	-94.25
<b>Contract Services</b>	509.00	600.00	-91.00
<b>Facilities and Equipment</b>	5,569.93	5,022.28	547.65
<b>Payroll Expenses</b>	7,648.11	10,207.00	-2,558.89
<b>Total Expense</b>	<b>16,298.85</b>	<b>19,268.47</b>	<b>-2,969.62</b>
<b>Net Ordinary Income</b>	<b>-1,348.34</b>	<b>624.53</b>	<b>-1,972.87</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>Realized/Unrealized Gains&amp;Losses</b>	<b>-9.60</b>		
<b>Total Other Income</b>	<b>-9.60</b>		
<b>Net Other Income</b>	<b>-9.60</b>		
<b>Net Income</b>	<b>-1,357.94</b>	<b>624.53</b>	<b>-1,982.47</b>

**COGS as percentage of Bookstore Income:**

<b>Budgeted</b>	63.2%
<b>Actual</b>	60.4%

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

	Jan - Nov 25	Budget	\$ Over Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Bookstore Income</b>	231,336.20	258,522.00	-27,185.80
<b>Conference Area Income</b>	19,238.25	20,125.00	-886.75
<b>Membership Contributions</b>	92,229.57	103,322.00	-11,092.43
<b>Other Types of Income</b>	2,917.95	2,530.00	387.95
<b>Total Income</b>	<b>345,721.97</b>	<b>384,499.00</b>	<b>-38,777.03</b>
<b>Cost of Goods Sold</b>			
<b>Cost of Goods Sold</b>	142,315.28	163,383.00	-21,067.72
<b>Total COGS</b>	<b>142,315.28</b>	<b>163,383.00</b>	<b>-21,067.72</b>
<b>Gross Profit</b>	<b>203,406.69</b>	<b>221,116.00</b>	<b>-17,709.31</b>
<b>Expense</b>			
<b>Administration / Office Expense</b>	24,060.01	25,267.00	-1,206.99
<b>Bookstore Expenses</b>	11,234.01	10,800.09	433.92
<b>Conference Area Expenses</b>	2,014.32	3,150.00	-1,135.68
<b>Contract Services</b>	8,101.95	7,800.00	301.95
<b>Facilities and Equipment</b>	59,156.04	56,745.08	2,410.96
<b>Payroll Expenses</b>	94,401.52	112,267.00	-17,865.48
<b>Total Expense</b>	<b>198,967.85</b>	<b>216,029.17</b>	<b>-17,061.32</b>
<b>Net Ordinary Income</b>	<b>4,438.84</b>	<b>5,086.83</b>	<b>-647.99</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>Realized/Unrealized Gains&amp;Losses</b>	207.75		
<b>Total Other Income</b>	<b>207.75</b>		
<b>Net Other Income</b>	<b>207.75</b>		
<b>Net Income</b>	<b>4,646.59</b>	<b>5,086.83</b>	<b>-440.24</b>

**COGS as percentage of Bookstore Income:**

<b>Budgeted</b>	63.2%
<b>Actual</b>	61.5%