

Profit & Loss Budget vs. Actual

January through December 2020

	<u>Jan - Dec 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
Birthdays	461.00	2,400.00	(1,939.00)	19.21%
Gratitude	14,164.73	19,500.00	(5,335.27)	72.64%
Group 7th Tradition	85,382.31	65,216.00	20,166.31	130.92%
Inventory Sales	41,614.58	86,000.00	(44,385.42)	48.39%
Meeting Room Contribution	1,215.00	1,300.00	(85.00)	93.46%
Miscellaneous Contributions		3,600.00	(3,600.00)	
Total Income	<u>142,837.62</u>	<u>178,016.00</u>	<u>(35,178.38)</u>	<u>80.24%</u>
Cost of Goods Sold				
Cost of Goods Sold	<u>31,486.21</u>	<u>61,920.00</u>	<u>(30,433.79)</u>	<u>50.85%</u>
Total COGS	<u>31,486.21</u>	<u>61,920.00</u>	<u>(30,433.79)</u>	<u>50.85%</u>
Gross Profit	<u>111,351.41</u>	<u>116,096.00</u>	<u>(4,744.59)</u>	<u>95.91%</u>
Expense				
Computer	462.15	600.00	(137.85)	77.03%
Copier	3,027.68	3,000.00	27.68	100.92%
Credit Card Processing Fees	725.12	1,300.00	(574.88)	55.78%
Government Filing Fees	50.00	150.00	(100.00)	33.33%
Insurance	1,577.90	1,400.00	177.90	112.71%
Legal and Professional Fees	95.94	500.00	(404.06)	19.19%
Maintenance and Repairs	79.95	300.00	(220.05)	26.65%
Office Supplies and Expense	1,007.47	2,500.00	(1,492.53)	40.3%
Payroll Expense				
Health Insurance	7,502.76	7,503.00	(0.24)	100.0%
Payroll Processing Fees	500.00	500.00		100.0%
Salaries Expense	62,016.20	65,738.00	(3,721.80)	94.34%
Salaries Tax Expense	5,306.94	5,829.00	(522.06)	91.04%
Total Payroll Expense	<u>75,325.90</u>	<u>79,570.00</u>	<u>(4,244.10)</u>	<u>94.67%</u>
Postage	252.49	400.00	(147.51)	63.12%
Rent & Triple Net	18,293.08	18,756.00	(462.92)	97.53%
Room Rent-Intergroup	90.00	420.00	(330.00)	21.43%
Seminars	50.79	150.00	(99.21)	33.86%
Telephone	3,679.32	3,700.00	(20.68)	99.44%
Travel		1,000.00	(1,000.00)	
Travel Expense-Auto	292.67	600.00	(307.33)	48.78%
Utilities	864.84	1,100.00	(235.16)	78.62%
WCI (State Fund)	514.06	650.00	(135.94)	79.09%
Total Expense	<u>106,389.36</u>	<u>116,096.00</u>	<u>(9,706.64)</u>	<u>91.64%</u>
Net Ordinary Income	<u>4,962.05</u>		<u>4,962.05</u>	<u>100.0%</u>