

# Central Office of Albuquerque, Inc.

## Profit and Loss Comparison - Previous YTD

January - July, 2023

|                                                     | TOTAL              |                      |                   |
|-----------------------------------------------------|--------------------|----------------------|-------------------|
|                                                     | JAN - JUL, 2023    | JAN - JUL, 2022 (PY) | CHANGE            |
| Revenue                                             |                    |                      |                   |
| 43400 Contributions                                 |                    |                      |                   |
| 43410 Group Contributions                           | 27,829.08          | 25,236.85            | 2,592.23          |
| 43440 Contributions from Individuals                |                    |                      |                   |
| 43441 Faithful Fivers contributions                 | 426.46             | 446.16               | -19.70            |
| 43442 Buck-a-Year                                   | 950.45             | 804.00               | 146.45            |
| 43443 Terrific Tanners                              | 977.38             | 785.99               | 191.39            |
| 43445 Kitty income                                  | 380.77             | 287.29               | 93.48             |
| 43446 Individual contributions, other               | 5,934.86           | 5,993.18             | -58.32            |
| 43454 Legacy Book Box                               |                    | 31.50                | -31.50            |
| <b>Total 43440 Contributions from Individuals</b>   | <b>8,669.92</b>    | <b>8,348.12</b>      | <b>321.80</b>     |
| 43447 Special Event - Fund Raiser by Central Office | 85.37              | 2,334.59             | -2,249.22         |
| 43448 Founders' Day Challenge                       |                    | 2,202.11             | -2,202.11         |
| 43450 Special Events income                         | 2,834.30           | 1,088.97             | 1,745.33          |
| 43451 District Contributions                        | 1,106.80           | 860.60               | 246.20            |
| <b>Total 43400 Contributions</b>                    | <b>40,525.47</b>   | <b>40,071.24</b>     | <b>454.23</b>     |
| 43452 Other Income                                  |                    |                      |                   |
| 43460 Rent Income - Area 46 Archives                | 900.00             | 900.00               | 0.00              |
| 43470 1919 Alvarado Meeting Space                   | 75.00              |                      | 75.00             |
| 45030 Interest - Nusenda Savings Acct               | 46.32              | 23.86                | 22.46             |
| 46470 Miscellaneous Revenue                         | 130.84             |                      | 130.84            |
| <b>Total 43452 Other Income</b>                     | <b>1,152.16</b>    | <b>923.86</b>        | <b>228.30</b>     |
| 46400 Sales of Inventory                            |                    |                      |                   |
| 46410 Literature Sales, Books                       | 19,263.00          | 13,779.20            | 5,483.80          |
| 46411 Literature Sales, Books, Other                | 393.00             | 2.00                 | 391.00            |
| 46420 Chip Sales                                    | 4,723.50           | 4,257.25             | 466.25            |
| 46430 Schedule sales                                | 579.65             | 460.26               | 119.39            |
| 46440 Literature Sales, Pamphlets                   | 702.53             | 338.38               | 364.15            |
| 46450 Miscellaneous Item Sales                      | 795.20             | 863.30               | -68.10            |
| <b>Total 46400 Sales of Inventory</b>               | <b>26,456.88</b>   | <b>19,700.39</b>     | <b>6,756.49</b>   |
| <b>Total Revenue</b>                                | <b>\$68,134.51</b> | <b>\$60,695.49</b>   | <b>\$7,439.02</b> |
| Cost of Goods Sold                                  |                    |                      |                   |
| COGS - Books                                        | 13,952.57          | 10,176.89            | 3,775.68          |
| COGS - Books - Other                                | 224.69             | 1.60                 | 223.09            |
| COGS - Chips                                        | 2,111.64           | 2,144.37             | -32.73            |
| COGS - Miscellaneous Items                          | 479.56             | 2,015.23             | -1,535.67         |
| COGS - Pamphlets                                    | 409.37             | 208.67               | 200.70            |

# Central Office of Albuquerque, Inc.

## Profit and Loss Comparison - Previous YTD

January - July, 2023

|                                             | TOTAL              |                      |                   |
|---------------------------------------------|--------------------|----------------------|-------------------|
|                                             | JAN - JUL, 2023    | JAN - JUL, 2022 (PY) | CHANGE            |
| COGS - Schedules                            | 347.10             | 173.56               | 173.54            |
| Inventory Shrinkage                         | -136.25            |                      | -136.25           |
| <b>Total Cost of Goods Sold</b>             | <b>\$17,388.68</b> | <b>\$14,720.32</b>   | <b>\$2,668.36</b> |
| GROSS PROFIT                                | <b>\$50,745.83</b> | <b>\$45,975.17</b>   | <b>\$4,770.66</b> |
| Expenditures                                |                    |                      |                   |
| 60900 Business Expenses                     |                    |                      |                   |
| 60920 Business Registration Fees            |                    | 20.00                | -20.00            |
| 60930 Business license fees                 | 21.95              | 25.69                | -3.74             |
| 61000 Credit Card processing fees           | 877.00             | 614.31               | 262.69            |
| 62000 Bank charges, fees                    | 12.41              | 6.82                 | 5.59              |
| 62100 Contract Services                     | 716.02             | 679.00               | 37.02             |
| 62110 Accounting Fees                       | 625.00             | 615.00               | 10.00             |
| 62130 Penalties, interest                   | 19.76              | 5.00                 | 14.76             |
| <b>Total 60900 Business Expenses</b>        | <b>2,272.14</b>    | <b>1,965.82</b>      | <b>306.32</b>     |
| 63000 Twelve Step Committees                |                    |                      |                   |
| 63100 Community Outreach                    | 118.00             |                      | 118.00            |
| 63500 Treatment Facilities                  | 15.00              |                      | 15.00             |
| <b>Total 63000 Twelve Step Committees</b>   | <b>133.00</b>      |                      | <b>133.00</b>     |
| 65000 Office Expenses                       | 268.35             |                      | 268.35            |
| 62800 Facilities and Equipment              | 30.55              | 100.00               | -69.45            |
| 62810 Depreciation - Equipment              | 29.63              |                      | 29.63             |
| <b>Total 62800 Facilities and Equipment</b> | <b>60.18</b>       | <b>100.00</b>        | <b>-39.82</b>     |
| 62820 Repairs - facilities and equipment    | 188.56             | 12.93                | 175.63            |
| 62840 Equip Rental and Maintenance          | 538.65             | 524.63               | 14.02             |
| 62870 Property Insurance                    | 543.00             | 524.00               | 19.00             |
| 62891 Rent main office space                | 9,600.00           | 4,200.00             | 5,400.00          |
| 65010 Website Hosting Expense               | 180.00             | 166.50               | 13.50             |
| 65020 Postage, Mailing Service              | 71.69              | 116.00               | -44.31            |
| 65025 Shipping Expense                      | 476.87             | 228.00               | 248.87            |
| 65040 Office Supplies                       | 1,233.81           | 1,018.71             | 215.10            |
| 65050 Telephone, Telecommunications         | 1,279.49           | 1,274.24             | 5.25              |
| 65090 Office Expansion                      | 903.02             |                      | 903.02            |
| 65115 Subscriptions                         |                    | 303.81               | -303.81           |
| 65117 Web-based Software & Apps             | 107.74             |                      | 107.74            |
| <b>Total 65115 Subscriptions</b>            | <b>107.74</b>      | <b>303.81</b>        | <b>-196.07</b>    |
| <b>Total 65000 Office Expenses</b>          | <b>15,451.36</b>   | <b>8,468.82</b>      | <b>6,982.54</b>   |

# Central Office of Albuquerque, Inc.

## Profit and Loss Comparison - Previous YTD

January - July, 2023

|                                        | TOTAL               |                      |                     |
|----------------------------------------|---------------------|----------------------|---------------------|
|                                        | JAN - JUL, 2023     | JAN - JUL, 2022 (PY) | CHANGE              |
| 65100 Other Expenses                   |                     |                      |                     |
| 65110 Special Events Expense           |                     | 872.50               | -872.50             |
| 68300 Travel and Meetings              | 138.75              |                      | 138.75              |
| 68301 Fees, registration etc.          | 50.00               | 77.63                | -27.63              |
| 68303 Air/ground transport             | 576.15              |                      | 576.15              |
| <b>Total 68300 Travel and Meetings</b> | <b>764.90</b>       | <b>77.63</b>         | <b>687.27</b>       |
| <b>Total 65100 Other Expenses</b>      | <b>764.90</b>       | <b>950.13</b>        | <b>-185.23</b>      |
| 66000 Payroll Expenses                 |                     |                      |                     |
| 66010 Wages expense -Gross             | 31,350.36           | 29,205.15            | 2,145.21            |
| 66030 Wages expense - FICA             | 1,943.76            | 1,810.72             | 133.04              |
| 66040 Wages expense - Medicare         | 454.55              | 423.48               | 31.07               |
| <b>Total 66000 Payroll Expenses</b>    | <b>33,748.67</b>    | <b>31,439.35</b>     | <b>2,309.32</b>     |
| <b>Total Expenditures</b>              | <b>\$52,370.07</b>  | <b>\$42,824.12</b>   | <b>\$9,545.95</b>   |
| NET OPERATING REVENUE                  | <b>\$ -1,624.24</b> | <b>\$3,151.05</b>    | <b>\$ -4,775.29</b> |
| NET REVENUE                            | <b>\$ -1,624.24</b> | <b>\$3,151.05</b>    | <b>\$ -4,775.29</b> |