Central Office of Albuquerque, Inc.

P&L - FY2024 Budget vs Actuals

January - October, 2024

	JAN 2024				FEB 2024				MAR 2024			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue												
43400 Contributions												
43410 Group Contributions	5,190.24	5,600.00	-409.76	92.68 %	4,330.45	2,600.00	1,730.45	166.56 %	2,157.92	3,600.00	-1,442.08	59.94 %
43440 Contributions from Individuals		665.00	-665.00			800.00	-800.00			2,375.00	-2,375.00	
43441 Recurring Individual Contributions	48.06		48.06		194.41		194.41		14.41		14.41	
43442 Buck-a-Year	166.00		166.00		65.36		65.36		69.00		69.00	
43443 Terrific Tenners - DO NOT USE	304.62		304.62		822.63		822.63		265.76		265.76	
43445 Kitty income	59.70		59.70		41.05		41.05		50.25		50.25	
43446 Individual contributions, other	151.82		151.82		194.31		194.31		1,055.50		1,055.50	
43454 Legacy Book Box												
Total 43440 Contributions for Individuals	**730.20**	**665.00**	**65.20**	**109.80 %**	**1,317.76**	**800.00**	**517.76**	**164.72 %**	**1,454.92**	**2,375.00**	**-920.08**	**61.26 %**
43447 Special Event - Fund Raiser by Central Office												
43450 Special Events income	153.00	0.00	153.00			0.00	0.00			0.00	0.00	
43451 District Contributions		1,100.00	-1,100.00			0.00	0.00			0.00	0.00	
43453 Central Office Picnic		0.00	0.00			0.00	0.00			0.00	0.00	
Total 43400 Contributions	**6,073.44**	**7,365.00**	**-1,291.56**	**82.46 %**	**5,648.21**	**3,400.00**	**2,248.21**	**166.12 %**	**3,612.84**	**5,975.00**	**-2,362.16**	**60.47 %**
43452 Other income												
43470 1919 Alvarado Meeting Space	19.29	175.00	-155.71	11.02 %	197.71	175.00	22.71	112.98 %	202.00	175.00	27.00	115.43 %
45030 Interest - Nuaenda Savings Acct	24.16	5.00	19.16	483.20 %	5.20	5.00	0.20	104.00 %	6.01	5.00	1.01	120.20 %
46470 Miscellaneous Revenue	47.61		47.61		25.05		25.05				20.00	
Total 43452 Other income	**91.06**	**180.00**	**-88.94**	**50.59 %**	**227.96**	**180.00**	**47.96**	**126.64 %**	**208.01**	**180.00**	**28.01**	**115.56 %**
43465 Refund from IRS					489.56		489.56				-485.41	
46400 Sales of Inventory		4,400.00	-4,400.00			2,700.00	-2,700.00			3,700.00	-3,700.00	
46410 Literature Sales, Books	2,869.16		2,869.16		2,818.00		2,818.00		2,747.75		2,747.75	
46411 Literature Sales, Books, Other	138.00		138.00		204.00		204.00		202.50		202.50	
46420 Chip Sales	1,426.00		1,426.00		1,002.00		1,002.00		696.00		696.00	
46430 Schedule sales	102.00		102.00		56.50		56.50		52.00		52.00	
46440 Literature Sales, Pamphlets	197.00		197.00		112.00		112.00		178.50		178.50	
46450 Miscellaneous Item Sales	331.25		331.25		265.00		265.00		275.89		275.89	
46500 Sales Discounts												
Total 46400 Sales of Inventory	**5,063.41**	**4,400.00**	**663.41**	**115.08 %**	**4,457.50**	**2,700.00**	**1,757.50**	**165.09 %**	**4,152.64**	**3,700.00**	**452.64**	**112.23 %**
Clover Sales												
Total Revenue	**$11,227.91**	**$11,945.00**	**$ -717.09**	**94.00 %**	**$10,823.23**	**$6,280.00**	**$4,543.23**	**172.34 %**	**$7,973.49**	**$9,855.00**	**$ -1,881.51**	**80.91 %**
Cost of Goods Sold												
COGS - Books	1,803.63		1,803.63		1,866.57		1,866.57		1,807.32		1,807.32	
COGS - Books - Other	83.16		83.16		91.80		91.80		93.43		93.43	
COGS - Chips	589.60		589.60		415.75		415.75		291.65		291.65	
COGS - Miscellaneous Items	168.19		168.19		102.42		102.42		127.45		127.45	
COGS - Pamphlets	89.84		89.84		51.08		51.08		59.90		59.90	
COGS - Schedules	73.20		73.20		33.90		33.90		33.00		33.00	
COGS - Shipping												
Cost of Goods Sold		3,060.00	-3,060.00			1,455.00	-1,455.00			2,535.00	-2,535.00	
Inventory Shrinkage					-42.30		-42.30		-251.98		-251.98	
Total Cost of Goods Sold	**$2,807.62**	**$3,060.00**	**$ -252.38**	**91.75 %**	**$2,519.22**	**$1,455.00**	**$1,064.22**	**173.14 %**	**$2,160.77**	**$2,535.00**	**$ -374.23**	**85.24 %**
GROSS PROFIT	**$8,420.29**	**$8,885.00**	**$ -464.71**	**94.77 %**	**$8,304.01**	**$4,825.00**	**$3,479.01**	**172.10 %**	**$5,812.72**	**$7,320.00**	**$ -1,507.28**	**79.41 %**
Expenditures												
60900 Business Expenses	20.00	225.00	-205.00	8.89 %		360.00	-360.00			220.00	-220.00	
60930 Business license fees												
62940 D&O Insurance												
61000 Credit Card processing fees	120.72		120.72		104.84		104.84		126.88		126.88	
62000 Bank charges, fees	0.75		0.75									
62100 Contract Services	96.86		96.86		96.86		96.86		96.86		96.86	
62110 Accounting Fees					100.00		100.00					
62130 Penalties, interest	133.30		133.30									
Total 60900 Business Expenses	**371.63**	**225.00**	**146.63**	**165.17 %**	**301.70**	**360.00**	**-58.30**	**83.81 %**	**223.74**	**220.00**	**3.74**	**101.70 %**
63000 Twelve Step Committees												
63010 12th Step work - miscellaneous												
63100 Community Outreach	76.31	100.00	-23.69	76.31 %	99.43	100.00	-0.57	99.43 %		100.00	-100.00	
63400 Pass It On		20.00	-20.00			20.00	-20.00			20.00	-20.00	
63500 Treatment Facilities	82.50	50.00	32.50	165.00 %	25.00	50.00	-25.00	50.00 %	123.80	50.00	73.80	247.60 %
63700 Volunteer Recognition		10.00	-10.00			10.00	-10.00			10.00	-10.00	
63900 Intergroup		20.00	-20.00			20.00	-20.00			20.00	-20.00	
Total 63000 Twelve Step Committees	**158.81**	**200.00**	**-41.19**	**79.41 %**	**124.43**	**200.00**	**-75.57**	**62.22 %**	**123.80**	**200.00**	**-76.20**	**61.90 %**
65000 Office Expenses	163.16	2,200.00	-2,036.84	7.42 %	76.66	2,100.00	-2,023.34	3.65 %	65.10	2,100.00	-2,034.90	3.10 %
62800 Facilities and Equipment												
62840 Equip Rental and Maintenance	76.95		76.95		76.95		76.95		76.95		76.95	
62870 Property Insurance												
62891 Rent main office space	1,150.00		1,150.00		1,150.00		1,150.00		1,150.00		1,150.00	
65010 Website Hosting Expense									299.70		299.70	
65020 Postage, Mailing Service												
65025 Shipping Expense	11.50		11.50		85.93		85.93				72.46	
65030 Printing and Copying												
65040 Office Supplies	103.70		103.70		63.36		63.36		206.89		206.89	
65050 Telephone, Telecommunications	208.87		208.87		208.87		208.87		227.92		227.92	
65070 Office Security	32.27		32.27		32.27		32.27		83.74		83.74	
65115 Subscriptions												
65117 Web-based Software & Apps	107.61		107.61									
Total 65115 Subscriptions	**107.61**		**107.61**									
Total 65000 Office Expenses	**1,854.06**	**2,200.00**	**-345.94**	**84.28 %**	**1,694.04**	**2,100.00**	**-405.96**	**80.67 %**	**2,110.30**	**2,100.00**	**10.30**	**100.49 %**
65100 Other Expenses												
68300 Travel and Meetings		125.00	-125.00			125.00	-125.00			125.00	-125.00	
68301 Fees, registration etc.												
68302 Lodging												
68303 Airground transport												
68305 Travel, other expenses												
Total 68300 Travel and Meetings		**125.00**	**-125.00**			**125.00**	**-125.00**			**125.00**	**-125.00**	
69800 Miscellaneous Expenses	-0.02		-0.02									
Total 65100 Other Expenses	**-0.02**	**125.00**	**-125.02**	**-0.02 %**		**125.00**	**-125.00**			**125.00**	**-125.00**	
66000 Payroll Expenses		4,140.00	-4,140.00			4,120.00	-4,120.00			5,305.00	-5,305.00	
66010 Wages expense -Gross	4,113.84		4,113.84		4,357.84		4,357.84		6,401.01		6,401.01	
66030 Wages expense - FICA	255.07		255.07		270.20		270.20		396.87		396.87	
66040 Wages expense - Medicare	59.65		59.65		63.19		63.19		92.81		92.81	
Total 66000 Payroll Expenses	**4,428.56**	**4,140.00**	**288.56**	**106.97 %**	**4,691.23**	**4,120.00**	**571.23**	**113.86 %**	**6,890.69**	**5,305.00**	**1,585.69**	**129.89 %**
Total Expenditures	**$6,813.04**	**$6,890.00**	**$ -76.96**	**98.88 %**	**$6,811.40**	**$6,905.00**	**$ -93.60**	**98.64 %**	**$9,348.53**	**$7,950.00**	**$1,398.53**	**117.59 %**
NET OPERATING REVENUE	**$1,607.25**	**$1,995.00**	**$ -387.75**	**80.56 %**	**$1,492.61**	**$ -2,080.00**	**$3,572.61**	**-71.76 %**	**$ -3,535.81**	**$ -630.00**	**$ -2,905.81**	**561.24 %**
NET REVENUE	**$1,607.25**	**$1,995.00**	**$ -387.75**	**80.56 %**	**$1,492.61**	**$ -2,080.00**	**$3,572.61**	**-71.76 %**	**$ -3,535.81**	**$ -630.00**	**$ -2,905.81**	**561.24 %**

	APR 2024				MAY 2024				JUN 2024			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue												
43400 Contributions												
43410 Group Contributions	3,243.15	4,100.00	-856.85	79.10 %	1,690.89	1,900.00	-209.11	88.99 %	4,624.74	6,300.00	-1,675.26	73.41 %
43440 Contributions from Individuals		1,875.00	-1,875.00			1,200.00	-1,200.00			1,800.00	-1,800.00	
43441 Recurring Individual Contributions	9.41		9.41		24.41		24.41		24.41		24.41	
43442 Buck-a-Year	12.25		12.25		132.25		132.25		62.25		62.25	
43443 Terrific Tenners - DO NOT USE	334.55		334.55		169.08		169.08		139.08		139.08	
43445 Kitty income	65.25		65.25		75.06		75.06		47.81		47.81	
43446 Individual contributions, other	1,600.62		1,600.62		79.50		79.50		177.75		177.75	
43454 Legacy Book Box					30.00		30.00					
Total 43440 Contributions for Individuals	**2,022.08**	**1,875.00**	**147.08**	**107.84 %**	**510.30**	**1,200.00**	**-689.70**	**42.53 %**	**451.30**	**1,800.00**	**-1,348.70**	**25.07 %**
43447 Special Event - Fund Raiser by Central Office												
43450 Special Events income		0.00	0.00			0.00	0.00		3,041.02	0.00	3,041.02	
43451 District Contributions		0.00	0.00			0.00	0.00			0.00	0.00	
43453 Central Office Picnic		0.00	0.00			0.00	0.00			0.00	0.00	
Total 43400 Contributions	**5,265.23**	**5,975.00**	**-709.77**	**88.12 %**	**2,201.19**	**3,100.00**	**-898.81**	**71.01 %**	**8,117.06**	**8,100.00**	**17.06**	**100.21 %**
43452 Other income												
43470 1919 Alvarado Meeting Space	345.00	175.00	170.00	197.14 %	210.00	175.00	35.00	120.00 %	129.00	175.00	-46.00	73.71 %
45030 Interest - Nuaenda Savings Acct	5.82	5.00	0.82	116.40 %	-5.00	5.00	-10.00		10.05	5.00	5.05	201.00 %
46470 Miscellaneous Revenue	20.00		20.00		27.32		27.32		60.56		60.56	
Total 43452 Other income	**370.82**	**180.00**	**190.82**	**206.01 %**	**237.32**	**180.00**	**57.32**	**131.84 %**	**199.61**	**180.00**	**19.61**	**110.89 %**
43465 Refund from IRS	-485.41		-485.41									
46400 Sales of Inventory	-5,900.00	5,900.00	-5,900.00			3,500.00	-3,500.00			3,900.00	-3,900.00	
46410 Literature Sales, Books	2,573.25		2,573.25		2,913.25		2,913.25		2,045.75		2,045.75	
46411 Literature Sales, Books, Other	134.00		134.00		253.00		253.00		86.00		86.00	
46420 Chip Sales	783.00		783.00		928.00		928.00		845.00		845.00	
46430 Schedule sales	2.75		2.75		65.00		65.00		87.95		87.95	
46440 Literature Sales, Pamphlets	103.50		103.50		106.50		106.50		60.50		60.50	
46450 Miscellaneous Item Sales	170.50		170.50		189.50		189.50		81.00		81.00	
46500 Sales Discounts					27.49		27.49		105.60		105.60	
Total 46400 Sales of Inventory	**-4,255.00**	**5,900.00**	**-2,133.00**	**63.85 %**	**4,482.74**	**3,500.00**	**982.74**	**128.08 %**	**3,311.80**	**3,900.00**	**-588.20**	**84.92 %**
Clover Sales												
Total Revenue	**$7,967.00**	**$12,055.00**	**$ -3,137.36**	**73.97 %**	**$6,921.25**	**$6,780.00**	**$141.25**	**102.08 %**	**$11,628.47**	**$12,180.00**	**$ -551.53**	**95.47 %**
Cost of Goods Sold												
COGS - Books	1,872.44		1,872.44		2,103.54		2,103.54		1,441.54		1,441.54	
COGS - Books - Other	61.40		61.40		141.84		141.84		42.10		42.10	
COGS - Chips	316.88		316.88		339.27		339.27		322.87		322.87	
COGS - Miscellaneous Items	58.43		58.43		77.65		77.65		40.92		40.92	
COGS - Pamphlets	39.33		39.33		48.62		48.62		31.46		31.46	
COGS - Schedules	1.65		1.65		40.80		40.80		58.05		58.05	
COGS - Shipping												
Cost of Goods Sold		4,255.00	-4,255.00			2,235.00	-2,235.00			2,445.00	-2,445.00	
Inventory Shrinkage	-1,095.44		-1,095.44		-34.48		-34.48		-129.90		-129.90	
Total Cost of Goods Sold	**$1,254.69**	**$4,255.00**	**$ -3,000.31**	**29.49 %**	**$2,717.24**	**$2,235.00**	**$482.24**	**121.58 %**	**$1,807.04**	**$2,445.00**	**$ -637.96**	**73.91 %**
GROSS PROFIT	**$7,662.95**	**$7,800.00**	**$ -137.05**	**98.24 %**	**$4,204.01**	**$4,545.00**	**$ -340.99**	**92.50 %**	**$9,821.43**	**$9,735.00**	**$86.43**	**100.89 %**
Expenditures												
60900 Business Expenses		225.00	-225.00			240.00	-240.00			900.00	-900.00	
60930 Business license fees									11.95		11.95	
62940 D&O Insurance					348.80		348.80					
61000 Credit Card processing fees	147.62		147.62		168.10		168.10		147.02		147.02	
62000 Bank charges, fees					0.95		0.95		0.75		0.75	
62100 Contract Services	96.86		96.86		96.86		96.86		176.86		176.86	
62110 Accounting Fees												
62130 Penalties, interest	78.06		78.06									
Total 60900 Business Expenses	**322.54**	**225.00**	**97.54**	**143.35 %**	**614.71**	**240.00**	**374.71**	**256.13 %**	**336.58**	**900.00**	**-563.42**	**37.40 %**
63000 Twelve Step Committees												
63010 12th Step work - miscellaneous												
63100 Community Outreach	159.34	100.00	59.34	159.34 %	31.50	100.00	-68.50	31.50 %	10.00	100.00	-90.00	10.00 %
63400 Pass It On		20.00	-20.00			20.00	-20.00			20.00	-20.00	
63500 Treatment Facilities	30.00	50.00	-20.00	60.00 %	53.00	50.00	3.00	106.00 %		50.00	-50.00	
63700 Volunteer Recognition		10.00	-10.00			10.00	-10.00			10.00	-10.00	
63900 Intergroup		20.00	-20.00			20.00	-20.00			20.00	-20.00	
Total 63000 Twelve Step Committees	**189.34**	**200.00**	**-10.66**	**94.67 %**	**84.50**	**200.00**	**-115.50**	**42.25 %**	**10.00**	**200.00**	**-190.00**	**5.00 %**
65000 Office Expenses	138.10	1,800.00	-1,661.90	7.67 %		1,800.00	-1,800.00			1,900.00	-1,900.00	
62800 Facilities and Equipment					12.93		12.93					
62840 Equip Rental and Maintenance	76.95		76.95		86.95		86.95		279.10		279.10	
62870 Property Insurance					574.00		574.00					
62891 Rent main office space	1,150.00		1,150.00		1,150.00		1,150.00		1,150.00		1,150.00	
65010 Website Hosting Expense	299.70		299.70									
65020 Postage, Mailing Service									68.00		68.00	
65025 Shipping Expense	72.46		72.46		45.32		45.32					
65030 Printing and Copying												
65040 Office Supplies	78.18		78.18		60.53		60.53		19.06		19.06	
65050 Telephone, Telecommunications	218.13		218.13		218.09		218.09		196.17		196.17	
65070 Office Security	32.27		32.27		32.27		32.27		81.67		81.67	
65115 Subscriptions					21.13		21.13		16.13		16.13	
65117 Web-based Software & Apps					95.00		95.00					
Total 65115 Subscriptions					**116.13**		**116.13**				**16.13**	
Total 65000 Office Expenses	**2,296.32**	**1,800.00**	**-33.91**	**98.12 %**	**1,800.10**	**1,800.00**	**496.22**	**127.57 %**	**1,760.73**	**1,900.00**	**-139.27**	**92.67 %**
65100 Other Expenses												
68300 Travel and Meetings		125.00	-125.00			125.00	-125.00		100.00	125.00	-25.00	80.00 %
68301 Fees, registration etc.									159.00		159.00	
68302 Lodging									62.15		62.15	
68303 Airground transport									174.06		174.06	
68305 Travel, other expenses												
Total 68300 Travel and Meetings		**125.00**	**-125.00**			**125.00**	**-125.00**		**495.21**	**125.00**	**370.21**	**396.17 %**
69800 Miscellaneous Expenses					0.00		0.00					
Total 65100 Other Expenses		**125.00**	**-125.00**		**0.00**	**125.00**	**-125.00**	**0.00 %**	**495.21**	**125.00**	**370.21**	**396.17 %**
66000 Payroll Expenses	4,770.00		-4,770.00			6,565.00	-6,565.00			5,285.00	-5,285.00	
66010 Wages expense -Gross			4,338.34		4,546.34		4,546.34		4,594.94		4,594.94	
66030 Wages expense - FICA			268.97		281.87		281.87		284.88		284.88	
66040 Wages expense - Medicare			62.90		65.92		65.92		66.62		66.62	
Total 66000 Payroll Expenses	**4,770.00**		**-99.79**	**97.91 %**	**4,894.13**	**6,565.00**	**-1,670.87**	**74.55 %**	**4,946.44**	**5,285.00**	**-338.56**	**93.59 %**
Total Expenditures	**$7,120.00**		**$ -171.82**	**97.59 %**	**$7,889.56**	**$8,930.00**	**$ -1,040.44**	**88.35 %**	**$7,548.96**	**$8,410.00**	**$ -861.04**	**89.76 %**
NET OPERATING REVENUE	**$714.77**	**$680.00**	**$34.77**	**105.11 %**	**$ -3,685.55**	**$ -4,385.00**	**$699.45**	**84.05 %**	**$2,272.47**	**$1,325.00**	**$947.47**	**171.51 %**
NET REVENUE	**$714.77**	**$680.00**	**$34.77**	**105.11 %**	**$ -3,685.55**	**$ -4,385.00**	**$699.45**	**84.05 %**	**$2,272.47**	**$1,325.00**	**$947.47**	**171.51 %**

	JUL 2024				AUG 2024				SEP 2024			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue												
43400 Contributions												
43410 Group Contributions	5,900.00	-1,203.97	79.59 %	3,411.86	2,700.00	711.86	126.37 %	2,139.67	6,600.00	-4,460.33	32.42 %	4,175.65
43440 Contributions from Individuals	665.00	-665.00		322.75	550.00	-227.25	58.68 %	106.62	630.00	-523.38	16.92 %	424.96
43441 Recurring Individual Contributions		26.41		58.62		58.62		229.12		229.12		341.95
43442 Buck-a-Year		22.00		36.00		36.00						
43443 Terrific Tenners - DO NOT USE		481.33		161.64		161.64						
43445 Kitty income		30.21		61.11		61.11		55.00		55.00		68.06
43446 Individual contributions, other		2,780.07		380.72		380.72		25.00		25.00		
43454 Legacy Book Box												
Total 43440 Contributions for Individuals	**665.00**	**2,675.02**	**502.26 %**	**1,020.84**	**550.00**	**470.84**	**185.61 %**	**415.74**	**630.00**	**-214.26**	**65.99 %**	**834.97**
43447 Special Event - Fund Raiser by Central Office				54.39		54.39						
43450 Special Events income	3,000.00	-1,876.94	37.44 %	400.00	0.00	400.00		104.40	0.00	104.40		0.00
43451 District Contributions		240.00		240.00		-240.00		919.61	0.00	919.61		22.05
43453 Central Office Picnic		0.00		2,266.78		2,266.78		100.00	1,750.00	-1,650.00	5.71 %	
Total 43400 Contributions	**9,565.00**	**-165.69**	**98.27 %**	**7,153.87**	**3,490.00**	**3,663.87**	**204.98 %**	**3,679.42**	**8,980.00**	**-5,300.58**	**40.97 %**	**5,032.67**
43452 Other income												
43470 1919 Alvarado Meeting Space	175.00	-2.00	98.86 %	200.00	175.00	25.00	114.29 %	136.00	175.00	-39.00	77.71 %	229.00
45030 Interest - Nuaenda Savings Acct	5.00	0.13	102.60 %	5.13	5.00	0.13	102.60 %	4.97	5.00	-0.03	99.40 %	4.92
46470 Miscellaneous Revenue												
Total 43452 Other income	**180.00**	**-1.87**	**98.96 %**	**205.13**	**180.00**	**25.13**	**113.96 %**	**140.97**	**180.00**	**-39.03**	**78.32 %**	**232.92**
43465 Refund from IRS												
46400 Sales of Inventory	3,900.00	-3,900.00			4,700.00	-4,700.00			4,500.00	-4,500.00		
46410 Literature Sales, Books		2,222.50		3,530.25		3,530.25		2,703.50		2,703.50		
46411 Literature Sales, Books, Other		57.00		169.00		169.00		84.00		84.00		
46420 Chip Sales		815.00		896.00		896.00		880.00		880.00		
46430 Schedule sales		30.30		87.50		87.50		94.00		94.00		
46440 Literature Sales, Pamphlets		144.00		130.00		130.00		71.00		71.00		
46450 Miscellaneous Item Sales		275.25		214.25		214.25		246.76		246.76		
46500 Sales Discounts				719.75		719.75						
Total 46400 Sales of Inventory	**3,900.00**	**-355.95**	**90.87 %**	**5,746.75**	**4,700.00**	**1,046.75**	**122.27 %**	**4,079.26**	**4,500.00**	**-420.74**	**90.65 %**	**5,364.95**
Clover Sales				0.00		0.00						
Total Revenue	**$13,645.00**	**$ -523.71**	**96.16 %**	**$13,105.75**	**$8,370.00**	**$4,735.75**	**156.58 %**	**$7,899.65**	**$13,660.00**	**$ -5,760.35**	**57.83 %**	**$10,630.54**
Cost of Goods Sold												
COGS - Books		1,609.65		2,644.59		2,644.59		2,030.36		2,030.36		2,668.17
COGS - Books - Other		24.87		94.02		94.02		38.66		38.66		74.11
COGS - Chips		284.86		383.49		383.49		309.35		309.35		303.75
COGS - Miscellaneous Items		137.01		87.20		87.20		92.52		92.52		208.83
COGS - Pamphlets		48.46		40.44		40.44		22.08		22.08		35.89
COGS - Schedules		20.10		55.20		55.20		52.05		52.05		77.70
COGS - Shipping				45.01		45.01		25.50		25.50		20.00
Cost of Goods Sold	2,280.00	-2,280.00			2,775.00	-2,775.00			2,575.00	-2,575.00		2,835.00
Inventory Shrinkage		388.72		1.13		1.13						6.60
Total Cost of Goods Sold	**$2,280.00**	**$233.67**	**110.25 %**	**$3,351.08**	**$2,775.00**	**$576.08**	**120.76 %**	**$2,570.52**	**$2,575.00**	**$ -4.48**	**99.83 %**	**$3,395.05**
GROSS PROFIT	**$11,365.00**	**$ -757.38**	**93.34 %**	**$9,754.67**	**$5,595.00**	**$4,159.67**	**174.35 %**	**$5,329.13**	**$11,085.00**	**$ -5,755.87**	**48.08 %**	**$7,235.49**
Expenditures												
60900 Business Expenses	230.00	-230.00			250.00	-250.00			230.00	-230.00		
60930 Business license fees				2.00		2.00						
62940 D&O Insurance												266.60
61000 Credit Card processing fees		156.48		160.54		160.54		386.69		386.69		168.80
62000 Bank charges, fees		1.50		0.80		0.80		0.75		0.75		0.75
62100 Contract Services		96.86		106.55		106.55		106.55		106.55		106.55
62110 Accounting Fees		540.00										
62130 Penalties, interest												
Total 60900 Business Expenses	**230.00**	**564.84**	**345.58 %**	**269.89**	**250.00**	**19.89**	**107.96 %**	**493.99**	**230.00**	**263.99**	**214.78 %**	**542.70**
63000 Twelve Step Committees								60.00		60.00		
63010 12th Step work - miscellaneous								101.71	100.00	1.71	101.71 %	42.00
63100 Community Outreach	20.00	-72.00	28.00 %		100.00	-100.00			100.00	-100.00		
63400 Pass It On	20.00	-20.00			20.00	-20.00			20.00	-20.00		
63500 Treatment Facilities	50.00	50.25	200.50 %	10.00	50.00	-40.00	20.00 %		50.00	-50.00		20.00
63700 Volunteer Recognition	15.00	10.00	150.00 %		10.00	-10.00			10.00	-10.00		
63900 Intergroup		-20.00			20.00	-20.00			20.00	-20.00		
Total 63000 Twelve Step Committees	**100.00**	**-56.75**	**71.63 %**	**10.00**	**200.00**	**-190.00**	**5.00 %**	**161.71**	**200.00**	**-38.29**	**80.86 %**	**62.00**
65000 Office Expenses	1,600.00	-1,600.00		48.34	1,500.00	-1,451.66	3.22 %	6.56	1,500.00	-1,493.44	0.44 %	26.08
62800 Facilities and Equipment				150.66		150.66						
62840 Equip Rental and Maintenance		86.95		143.81		143.81		197.81		197.81		146.45
62870 Property Insurance												
62891 Rent main office space		1,150.00		1,150.00		1,150.00			1,150.00	1,150.00		1,150.