

SEPIA
Profit & Loss Budget vs. Actual
November 2023 through May 2024

	Nov '23 - May 24	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Interest Income	2,854.82	1,120.00	1,734.82	254.9%
Service Fee (events)	-26.70			
Breakfasts/Dinner Dance/Comedy				
BINGO				
Water sales	0.00	100.00	-100.00	0.0%
Tickets	0.00	7,500.00	-7,500.00	0.0%
50/50	0.00	1,500.00	-1,500.00	0.0%
Donations	0.00	1,000.00	-1,000.00	0.0%
Total BINGO	<u>0.00</u>	<u>10,100.00</u>	<u>-10,100.00</u>	<u>0.0%</u>
Total Breakfasts/Dinner Dance/Comedy	0.00	10,100.00	-10,100.00	0.0%
RU Income				
RU Contributions - Hospitality	700.00			
RU Registration	36,998.00	50,000.00	-13,002.00	74.0%
RU Banquet	12,660.00	13,750.00	-1,090.00	92.1%
RU Tees	4,710.00	10,000.00	-5,290.00	47.1%
RU Hoodies	9,582.00	0.00	9,582.00	100.0%
RU Travel Mugs	0.00	1,500.00	-1,500.00	0.0%
RU Donation Prison Big Book	0.00	1,200.00	-1,200.00	0.0%
RU Donation	0.00	800.00	-800.00	0.0%
RU Donations 50/50	1,745.00	3,000.00	-1,255.00	58.2%
RU Miscellaneous	824.00	800.00	24.00	103.0%
RU Income - Other	88.00			
Total RU Income	<u>67,307.00</u>	<u>81,050.00</u>	<u>-13,743.00</u>	<u>83.0%</u>
Contributions				
Merchant fees - indiv contr	-33.12			
Merchant fees - group contr	-408.08			
BB & Literature for Prisons	568.00	0.00	568.00	100.0%
Group Contributions	129,943.10	130,000.00	-56.90	100.0%
Individual Contributions	10,875.43	10,400.00	475.43	104.6%
Contributions - Other	100.00	0.00	100.00	100.0%
Total Contributions	<u>141,045.33</u>	<u>140,400.00</u>	<u>645.33</u>	<u>100.5%</u>
Literature				
Service fees	0.00	35.00	-35.00	0.0%
Shipping charged to customers	3,515.72	4,550.00	-1,034.28	77.3%
Discount from Vendors	2.25			
Literature - Other	66,526.47	65,100.00	1,426.47	102.2%
Total Literature	<u>70,044.44</u>	<u>69,685.00</u>	<u>359.44</u>	<u>100.5%</u>
Miscellaneous Income				
Interviews	0.00	175.00	-175.00	0.0%
Other Revenue	442.33	0.00	442.33	100.0%
Total Miscellaneous Income	<u>442.33</u>	<u>175.00</u>	<u>267.33</u>	<u>252.8%</u>
Total Income	<u>281,667.22</u>	<u>302,530.00</u>	<u>-20,862.78</u>	<u>93.1%</u>
Cost of Goods Sold				
Special Events costs				
BINGO				
BINGO Supplies	0.00	250.00	-250.00	0.0%
BINGO Facility	0.00	800.00	-800.00	0.0%
BINGO food	0.00	200.00	-200.00	0.0%
BINGO literature/giveaways	0.00	400.00	-400.00	0.0%
Total BINGO	<u>0.00</u>	<u>1,650.00</u>	<u>-1,650.00</u>	<u>0.0%</u>
Merchant Services Fees	25.02	640.00	-614.98	3.9%

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Round Up expenses				
RU Facility Rental	-500.00	0.00	-500.00	100.0%
RU Registration Supplies	489.70	0.00	489.70	100.0%
RU Miscellaneous Expenses	2,895.91	1,500.00	1,395.91	193.1%
RU Merchandise for Sale	9,024.16	7,400.00	1,624.16	121.9%
RU Food and Supplies	3,502.40	5,000.00	-1,497.60	70.0%
RU Entertainment	3,495.00	5,500.00	-2,005.00	63.5%
RU Comped Rooms	6,460.56	7,250.00	-789.44	89.1%
RU Commemorative Pins	1,550.00	0.00	1,550.00	100.0%
RU Banquet	13,604.66	12,375.00	1,229.66	109.9%
Round Up expenses - Other	68.32	1,000.00	-931.68	6.8%
Total Round Up expenses	<u>40,590.71</u>	<u>40,025.00</u>	<u>565.71</u>	<u>101.4%</u>
Total Special Events costs	40,615.73	42,315.00	-1,699.27	96.0%
50000 · Cost of Goods Sold				
Inventory Adjustment	148.50	0.00	148.50	100.0%
Literature Expenses				
Merchant fees	3,224.36	2,345.00	879.36	137.5%
Discounts taken on literature	-1,277.74	0.00	-1,277.74	100.0%
Directories/Misc. Literature	0.00	2,100.00	-2,100.00	0.0%
Postage for Literature	4,896.18	5,040.00	-143.82	97.1%
Total Literature Expenses	<u>6,842.80</u>	<u>9,485.00</u>	<u>-2,642.20</u>	<u>72.1%</u>
50000 · Cost of Goods Sold - Other	<u>47,577.20</u>	<u>44,625.00</u>	<u>2,952.20</u>	<u>106.6%</u>
Total 50000 · Cost of Goods Sold	<u>54,568.50</u>	<u>54,110.00</u>	<u>458.50</u>	<u>100.8%</u>
Total COGS	<u>95,184.23</u>	<u>96,425.00</u>	<u>-1,240.77</u>	<u>98.7%</u>
Gross Profit	186,482.99	206,105.00	-19,622.01	90.5%
Expense				
Share-A-Day	0.00	600.00	-600.00	0.0%
Comittees & Zones				
Finance Committee	0.00	300.00	-300.00	0.0%
Special Events Committee	561.00	1,900.00	-1,339.00	29.5%
Bucks County Zone	420.00	525.00	-105.00	80.0%
Chester County Zone	0.00	50.00	-50.00	0.0%
Delaware County Zone	335.00	450.00	-115.00	74.4%
Montgomery County Zone	520.00	240.00	280.00	216.7%
Philadelphia County Zone	925.00	660.00	265.00	140.2%
Archives Committee	159.57	1,050.00	-890.43	15.2%
Cooperation with Professionals	145.00	800.00	-655.00	18.1%
Interphones Committee	3,039.64	2,450.00	589.64	124.1%
Prisons Committee	3,155.90	5,845.00	-2,689.10	54.0%
Public Information Committee	112.48	11,350.00	-11,237.52	1.0%
Treatment Facilities Committee	5,158.11	3,150.00	2,008.11	163.7%
Unity Committee	210.93	150.00	60.93	140.6%
Total Comittees & Zones	<u>14,742.63</u>	<u>28,920.00</u>	<u>-14,177.37</u>	<u>51.0%</u>
Travel & Training				
Nat'l AA Technology Workshop	0.00	2,500.00	-2,500.00	0.0%
Office Manager Seminar	159.00	1,000.00	-841.00	15.9%
Total Travel & Training	<u>159.00</u>	<u>3,500.00</u>	<u>-3,341.00</u>	<u>4.5%</u>
Miscellaneous				
66900 · Reconciliation Discrepancies	-24.59	0.00	-24.59	100.0%
Total Miscellaneous	<u>-24.59</u>	<u>0.00</u>	<u>-24.59</u>	<u>100.0%</u>

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Office Expenses				
Office Improvements	8,978.68	10,000.00	-1,021.32	89.8%
Office Manager Cell Phone	237.47	245.00	-7.53	96.9%
Cleaning	2,325.00	2,100.00	225.00	110.7%
Computer Consultant	2,029.10	5,000.00	-2,970.90	40.6%
Computer/Fax Equipment	521.83	875.00	-353.17	59.6%
Copier Lease Service Supplies	5,476.42	4,935.00	541.42	111.0%
CPA/Professional Services	1,672.40	0.00	1,672.40	100.0%
Insurance-Liability/D&O/WC	3,744.63	3,010.00	734.63	124.4%
Office Rent	22,500.00	17,500.00	5,000.00	128.6%
Office Supplies	3,757.60	4,900.00	-1,142.40	76.7%
Parking & Transportation	2,188.50	3,365.00	-1,176.50	65.0%
66000 - Payroll Service Fee	1,186.65	910.00	276.65	130.4%
Telephone/Internet	1,320.68	1,190.00	130.68	111.0%
Web Hosting/Storage	946.65	1,175.00	-228.35	80.6%
Office Expenses - Other	455.67	0.00	455.67	100.0%
Total Office Expenses	57,341.28	55,205.00	2,136.28	103.9%
Salary and Benefits				
Compensation	85,725.72	92,680.00	-6,954.28	92.5%
Employee Benefits	5,989.00	5,600.00	389.00	106.9%
Employer Taxes	7,323.12	7,420.00	-96.88	98.7%
Total Salary and Benefits	99,037.84	105,700.00	-6,662.16	93.7%
Total Expense	171,256.16	193,925.00	-22,668.84	88.3%
Net Ordinary Income	15,226.83	12,180.00	3,046.83	125.0%
Other Income/Expense				
Other Income				
Sales Tax Discount	68.46	0.00	68.46	100.0%
Total Other Income	68.46	0.00	68.46	100.0%
Net Other Income	68.46	0.00	68.46	100.0%
Net Income	15,295.29	12,180.00	3,115.29	125.6%