

SEPIA

Profit & Loss Budget vs. Actual

November 2023 through January 2024

	Nov '23 - Jan 24	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Interest Income	1,230.33	480.00	750.33	256.3%
RU Income				
RU Registration	4,720.00	10,000.00	-5,280.00	47.2%
RU Banquet	2,040.00	0.00	2,040.00	100.0%
RU Tees	304.00	0.00	304.00	100.0%
RU Hoodies	683.00	0.00	683.00	100.0%
Total RU Income	7,747.00	10,000.00	-2,253.00	77.5%
Contributions				
Merchant fees - indiv contr	-10.84			
Merchant fees - group contr	-179.53			
Group Contributions	62,228.64	55,900.00	6,328.64	111.3%
Individual Contributions	6,625.39	3,100.00	3,525.39	213.7%
Contributions - Other	100.00	0.00	100.00	100.0%
Total Contributions	68,763.66	59,000.00	9,763.66	116.5%
Literature				
Service fees	0.00	15.00	-15.00	0.0%
Shipping charged to customers	1,279.81	1,950.00	-670.19	65.6%
Discount from Vendors	2.25			
Literature - Other	28,944.29	27,900.00	1,044.29	103.7%
Total Literature	30,226.35	29,865.00	361.35	101.2%
Miscellaneous Income				
Interviews	0.00	75.00	-75.00	0.0%
Total Miscellaneous Income	0.00	75.00	-75.00	0.0%
Total Income	107,967.34	99,420.00	8,547.34	108.6%
Cost of Goods Sold				
Special Events costs				
BINGO				
BINGO Facility	0.00	800.00	-800.00	0.0%
Total BINGO	0.00	800.00	-800.00	0.0%
Merchant Services Fees	2.58	100.00	-97.42	2.6%
Round Up expenses				
RU Miscellaneous Expenses	293.27	0.00	293.27	100.0%
Round Up expenses - Other	18.33	1,000.00	-981.67	1.8%
Total Round Up expenses	311.60	1,000.00	-688.40	31.2%
Total Special Events costs	314.18	1,900.00	-1,585.82	16.5%
50000 · Cost of Goods Sold				
Literature Expenses				
Merchant fees	951.52	1,005.00	-53.48	94.7%
Discounts taken on literature	-942.66	0.00	-942.66	100.0%
Directories/Misc. Literature	0.00	900.00	-900.00	0.0%
Postage for Literature	1,724.67	2,160.00	-435.33	79.8%
Total Literature Expenses	1,733.53	4,065.00	-2,331.47	42.6%
50000 · Cost of Goods Sold - Other	21,258.64	19,125.00	2,133.64	111.2%
Total 50000 · Cost of Goods Sold	22,992.17	23,190.00	-197.83	99.1%
Total COGS	23,306.35	25,090.00	-1,783.65	92.9%
Gross Profit	84,660.99	74,330.00	10,330.99	113.9%

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Expense				
Committees & Zones				
Finance Committee	0.00	300.00	-300.00	0.0%
Special Events Committee	462.00	1,500.00	-1,038.00	30.8%
Bucks County Zone	420.00	465.00	-45.00	90.3%
Chester County Zone	0.00	50.00	-50.00	0.0%
Delaware County Zone	35.00	300.00	-265.00	11.7%
Montgomery County Zone	120.00	120.00	0.00	100.0%
Philadelphia County Zone	345.00	330.00	15.00	104.5%
Archives Committee	0.00	275.00	-275.00	0.0%
Cooperation with Professionals	0.00	800.00	-800.00	0.0%
Interphones Committee	1,010.44	1,050.00	-39.56	96.2%
Prisons Committee	1,670.47	2,505.00	-834.53	66.7%
Public Information Committee	6.43	3,700.00	-3,693.57	0.2%
Treatment Facilities Committee	0.00	1,050.00	-1,050.00	0.0%
Unity Committee	78.40	70.00	8.40	112.0%
Total Committees & Zones	4,147.74	12,515.00	-8,367.26	33.1%
Travel & Training				
Nat'l AA Technology Workshop	0.00	2,500.00	-2,500.00	0.0%
Total Travel & Training	0.00	2,500.00	-2,500.00	0.0%
Miscellaneous				
66900 - Reconciliation Discrepancies	-1.37	0.00	-1.37	100.0%
Total Miscellaneous	-1.37	0.00	-1.37	100.0%
Office Expenses				
Office Improvements	8,872.93	10,000.00	-1,127.07	88.7%
Office Manager Cell Phone	104.39	105.00	-0.61	99.4%
Cleaning	900.00	900.00	0.00	100.0%
Computer Consultant	85.00	5,000.00	-4,915.00	1.7%
Computer/Fax Equipment	521.83	875.00	-353.17	59.6%
Copier Lease Service Supplies	2,138.58	2,115.00	23.58	101.1%
CPA/Professional Services	1,672.40	0.00	1,672.40	100.0%
Insurance-Liability/D&O/WC	897.00	1,290.00	-393.00	69.5%
Office Rent	10,000.00	7,500.00	2,500.00	133.3%
Office Supplies	1,351.73	2,100.00	-748.27	64.4%
Parking & Transportation	1,290.00	1,305.00	-15.00	98.9%
66000 - Payroll Service Fee	601.65	390.00	211.65	154.3%
Telephone/Internet	559.98	510.00	49.98	109.8%
Web Hosting/Storage	853.33	1,075.00	-221.67	79.4%
Office Expenses - Other	77.09	0.00	77.09	100.0%
Total Office Expenses	29,925.91	33,165.00	-3,239.09	90.2%
Salary and Benefits				
Compensation	31,235.26	39,720.00	-8,484.74	78.6%
Employee Benefits	2,681.00	2,400.00	281.00	111.7%
Employer Taxes	3,140.81	3,180.00	-39.19	98.8%
Salary and Benefits - Other	5,222.92			
Total Salary and Benefits	42,279.99	45,300.00	-3,020.01	93.3%
Total Expense	76,352.27	93,480.00	-17,127.73	81.7%
Net Ordinary Income	8,308.72	-19,150.00	27,458.72	-43.4%
Other Income/Expense				
Other Income				
Sales Tax Discount	7.98	0.00	7.98	100.0%
Total Other Income	7.98	0.00	7.98	100.0%
Net Other Income	7.98	0.00	7.98	100.0%
Net Income	8,316.70	-19,150.00	27,466.70	-43.4%