

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

	Nov '23 - Feb 24	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Interest Income	2,019.76	640.00	1,379.76	315.6%
<b>RU Income</b>				
RU Registration	20,520.00	40,000.00	-19,480.00	51.3%
RU Banquet	9,180.00	0.00	9,180.00	100.0%
RU Tees	1,016.00	0.00	1,016.00	100.0%
RU Hoodies	2,684.00	0.00	2,684.00	100.0%
<b>Total RU Income</b>	33,400.00	40,000.00	-6,600.00	83.5%
<b>Contributions</b>				
Merchant fees - indiv contr	-14.91			
Merchant fees - group contr	-259.25			
Group Contributions	81,780.17	78,600.00	3,180.17	104.0%
Individual Contributions	8,635.98	6,900.00	1,735.98	125.2%
Contributions - Other	100.00	0.00	100.00	100.0%
<b>Total Contributions</b>	90,241.99	85,500.00	4,741.99	105.5%
<b>Literature</b>				
Service fees	0.00	20.00	-20.00	0.0%
Shipping charged to customers	1,879.89	2,600.00	-720.11	72.3%
Discount from Vendors	2.25			
Literature - Other	37,183.10	37,200.00	-16.90	100.0%
<b>Total Literature</b>	39,065.24	39,820.00	-754.76	98.1%
<b>Miscellaneous Income</b>				
Interviews	0.00	100.00	-100.00	0.0%
Other Revenue	442.33	0.00	442.33	100.0%
<b>Total Miscellaneous Income</b>	442.33	100.00	342.33	442.3%
<b>Total Income</b>	165,169.32	166,060.00	-890.68	99.5%
<b>Cost of Goods Sold</b>				
<b>Special Events costs</b>				
<b>BINGO</b>				
BINGO Facility	0.00	800.00	-800.00	0.0%
<b>Total BINGO</b>	0.00	800.00	-800.00	0.0%
Merchant Services Fees	16.38	400.00	-383.62	4.1%
<b>Round Up expenses</b>				
RU Registration Supplies	100.00	0.00	100.00	100.0%
RU Miscellaneous Expenses	293.27	0.00	293.27	100.0%
RU Merchandise for Sale	7.35	7,400.00	-7,392.65	0.1%
RU Food and Supplies	319.00	5,000.00	-4,681.00	6.4%
RU Entertainment	0.00	5,500.00	-5,500.00	0.0%
RU Commemorative Pins	1,550.00	0.00	1,550.00	100.0%
Round Up expenses - Other	64.15	1,000.00	-935.85	6.4%
<b>Total Round Up expenses</b>	2,333.77	18,900.00	-16,566.23	12.3%
<b>Total Special Events costs</b>	2,350.15	20,100.00	-17,749.85	11.7%
<b>50000 - Cost of Goods Sold</b>				
<b>Literature Expenses</b>				
Merchant fees	1,510.58	1,340.00	170.58	112.7%
Discounts taken on literature	-942.66	0.00	-942.66	100.0%
Directories/Misc. Literature	0.00	1,200.00	-1,200.00	0.0%
Postage for Literature	2,835.81	2,880.00	-44.19	98.5%
<b>Total Literature Expenses</b>	3,403.73	5,420.00	-2,016.27	62.8%

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50000 · Cost of Goods Sold - Other	27,443.76	25,500.00	1,943.76	107.6%
<b>Total 50000 · Cost of Goods Sold</b>	<b>30,847.49</b>	<b>30,920.00</b>	<b>-72.51</b>	<b>99.8%</b>
<b>Total COGS</b>	<b>33,197.64</b>	<b>51,020.00</b>	<b>-17,822.36</b>	<b>65.1%</b>
<b>Gross Profit</b>	<b>131,971.68</b>	<b>115,040.00</b>	<b>16,931.68</b>	<b>114.7%</b>
<b>Expense</b>				
Share-A-Day	0.00	600.00	-600.00	0.0%
<b>Committees &amp; Zones</b>				
Finance Committee	0.00	300.00	-300.00	0.0%
Special Events Committee	462.00	1,900.00	-1,438.00	24.3%
Bucks County Zone	420.00	480.00	-60.00	87.5%
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	975.00	-975.00	0.0%
Cooperation with Professionals	0.00	800.00	-800.00	0.0%
Interphones Committee	1,683.98	1,400.00	283.98	120.3%
Prisons Committee	1,670.47	3,340.00	-1,669.53	50.0%
Public Information Committee	6.43	6,075.00	-6,068.57	0.1%
Treatment Facilities Committee	269.89	2,100.00	-1,830.11	12.9%
Unity Committee	119.40	90.00	29.40	132.7%
<b>Total Committees &amp; Zones</b>	<b>5,132.17</b>	<b>18,260.00</b>	<b>-13,127.83</b>	<b>28.1%</b>
<b>Travel &amp; Training</b>				
Nat'l AA Technology Workshop	0.00	2,500.00	-2,500.00	0.0%
<b>Total Travel &amp; Training</b>	<b>0.00</b>	<b>2,500.00</b>	<b>-2,500.00</b>	<b>0.0%</b>
<b>Miscellaneous</b>				
66900 · Reconciliation Discrepancies	-24.90	0.00	-24.90	100.0%
<b>Total Miscellaneous</b>	<b>-24.90</b>	<b>0.00</b>	<b>-24.90</b>	<b>100.0%</b>
<b>Office Expenses</b>				
Office Improvements	8,978.68	10,000.00	-1,021.32	89.8%
Office Manager Cell Phone	137.52	140.00	-2.48	98.2%
Cleaning	1,200.00	1,200.00	0.00	100.0%
Computer Consultant	850.11	5,000.00	-4,149.89	17.0%
Computer/Fax Equipment	521.83	875.00	-353.17	59.6%
Copier Lease Service Supplies	3,304.59	2,820.00	484.59	117.2%
CPA/Professional Services	1,672.40	0.00	1,672.40	100.0%
Insurance-Liability/D&O/WC	1,794.00	1,720.00	74.00	104.3%
Office Rent	12,500.00	10,000.00	2,500.00	125.0%
Office Supplies	2,271.15	2,800.00	-528.85	81.1%
Parking & Transportation	1,323.00	2,060.00	-737.00	64.2%
66000 · Payroll Service Fee	731.65	520.00	211.65	140.7%
Telephone/Internet	749.97	680.00	69.97	110.3%
Web Hosting/Storage	876.66	1,100.00	-223.34	79.7%
Office Expenses - Other	194.05	0.00	194.05	100.0%
<b>Total Office Expenses</b>	<b>37,105.61</b>	<b>38,915.00</b>	<b>-1,809.39</b>	<b>95.4%</b>
<b>Salary and Benefits</b>				
Compensation	47,676.90	52,960.00	-5,283.10	90.0%
Employee Benefits	3,508.00	3,200.00	308.00	109.6%
Employer Taxes	4,191.69	4,240.00	-48.31	98.9%
<b>Total Salary and Benefits</b>	<b>55,376.59</b>	<b>60,400.00</b>	<b>-5,023.41</b>	<b>91.7%</b>
<b>Total Expense</b>	<b>97,589.47</b>	<b>120,675.00</b>	<b>-23,085.53</b>	<b>80.9%</b>
<b>Net Ordinary Income</b>	<b>34,382.21</b>	<b>-5,635.00</b>	<b>40,017.21</b>	<b>-610.2%</b>

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Accrual Basis

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**Profit & Loss Budget vs. Actual**  
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	Nov '23 - Feb 24	Budget	\$ Over Budget	% of Budget
<b>Other Income/Expense</b>				
<b>Other Income</b>				
Sales Tax Discount	7.98	0.00	7.98	100.0%
<b>Total Other Income</b>	7.98	0.00	7.98	100.0%
<b>Net Other Income</b>	7.98	0.00	7.98	100.0%
<b>Net Income</b>	<b>34,390.19</b>	<b>-5,635.00</b>	<b>40,025.19</b>	<b>-610.3%</b>