

**CLEVELAND DISTRICT OFFICE FINANCIAL STATEMENT
AS OF September 2021**

	Operating	Literature	Special	Total	2021	Sept.	2020 +/-	2019 +/-	
	YTD	YTD	Events	YTD	YTD				
OPERATING RECEIPTS									
PLEDGE INCOME	280,203				280,203	220,669	59,534	281,078	(875)
CENTRAL BULLETIN	59				59	68	(9)		
INTEREST - PNC Empl. CD					-	7	(7)		
INTEREST - PNC-Laddered CDs	1,018				1,018	7,609	(6,591)		
INTEREST - THE PRINCIPLE GROUP					-	-	-		
SPECIAL EVENTS DONATIONS					-	-	-		
MEETING ROOM					-	912	(912)		
CRUISE INCOME					-	-	-		
SHIPPING REIMBURSABLE		11,681			11,681	8,104	3,577		
SALES BOOKS		73,962			73,962	48,816	25,146		
SALES PAMPHLETS		26,431			26,431	21,448	4,983		
SALES MISCELLANEOUS		32,967			32,967	19,193	13,774		
TECHNOLOGY REVENUES					-	-	-		
TOTAL INCOME	281,280	145,041	0	426,321	326,826	326,826	99,495		
COST OF SALES-BOOKS		59,812							
COST OF SALES-PAMPHLETS		18,083							
COST OF SALES-MISCELLANEOUS		18,997							
COST OF SALES-FREIGHT		5,065							
CREDIT CARD FEES									
COST OF SALES-OTHER									
PURCHASE DISCOUNTS.		(1,128)							
Cost of Goods Sold		100,829			100,829	68,873	31,956		
TOTAL GROSS INCOME	281,280	44,212	-	325,492	257,953	257,953	67,539 *		
OPERATING DISBURSEMENTS									
SALARIES	94,942	41,032			135,974	141,130	(5,156)		
HEALTH CARE	10,497				10,497	10,020	477		
EMPLOYMENT INSURANCE	175				175	-	175		
PAYROLL TAXES	7,263	3,139			10,402	10,797	(395)		
WORKERS' COMP/EMPLOY.	(33)				(33)	(89)	56		
TOTAL PAYROLL AND Employee Benefits	112,844	44,171	0	157,015	161,858	161,858	(4,843)		
EXPENSES									
PAYROLL SERVICE	2,038				2,038	2,038	-		
AUDIT FEES	9,829				9,829	3,989	5,840		
OFFICE SUPPLIES	3,428				3,428	4,009	(581)		
COPIER LEASE	3,398				3,398	3,397	1		
COMPUTER SUPPLIES	2,370				2,370	1,258	1,112		
ARCHIVE SUPPLIES	69				69	35	34		
TELEPHONE	4,039				4,039	4,785	(746)		
TELEPHONE ANSW. SERVICE	5,600				5,600	6,075	(475)		
POSTAGE AND HANDLING	8,931				8,931	8,458	473		
RENT	21,959				21,959	20,059	1,900		
UTILITIES	5,738				5,738	5,391	347		
INSURANCE	1,918				1,918	1,756	162		
EQUIPMENT PURCHASES	2,274				2,274	2,002	272		
SERVICE CONTRACTS	12,742				12,742	11,555	1,187		
SPECIAL EVENTS EQUIP.					-	-	-		
CREDIT CARD FEES-OP	5,916				5,916	3,668	2,248		
COMPUTER CONSULTANTS					-	-	-		
INDIANS EXPENSES					-	-	-		
CRUISE EXPENSES					-	-	-		
PRINTING					-	4,429	(4,429)		
FREE LITERATURE					-	-	-		
LITERATURE BAD DEBT					-	-	-		
CONFERENCE/MEETING	32				32	687	(655)		
GSO - NY Operating					-	-	-		
NEO - Operating					-	-	-		
CENTRAL BULLETIN	5,247				5,247	4,573	674		
TOTAL ADMINISTRATIVE COSTS	95,528	-	-	-	95,528	88,164	7,364		
TOTAL EXPENSES	208,372	44,171	0	252,543	250,022	250,022	2,521 *		
NET INCOME	72,908	41	-	72,949	7,931	7,931	65,018 **		