

**CLEVELAND DISTRICT OFFICE FINANCIAL STATEMENT**  
As Of September 2023

	Operating YTD	Literature YTD	Special Events YTD	Outreach YTD	Total YTD	2023	Sept. 2022 +/-	
<b>OPERATING RECEIPTS</b>								
PLEDGE INCOME	282,792				282,792	278,869	3,923	
CENTRAL BULLETIN	250				250	56	194	
INTEREST - PNC Empl. CD	1				1	1	-	
INTEREST - PNC-INDEXED ANNUITY	2,651				2,651	-	2,651	
INTEREST - PNC LADDERED CD	282				282	475	(193)	
SOFTWARE UPDATE			10,345		10,345	27,330	(16,985)	
MEETING ROOM	210				210	210	-	
SHIPPING REIMBURSABLE		17,250			17,250	11,544	5,706	
SALES BOOKS		97,587			97,587	85,193	12,394	
SALES PAMPHLETS		38,846			38,846	31,272	7,574	
SALES MISCELLANEOUS		36,906			36,906	30,789	6,117	
GUARDIAN TICKETS REV.			1,650		1,650	1,500	150	
<b>TOTAL INCOME</b>	<b>286,186</b>	<b>190,589</b>	<b>11,995</b>	<b>0</b>	<b>488,770</b>	<b>467,239</b>	<b>21,381</b>	
<b>COST OF SALES-BOOKS</b>		<b>80,619</b>						
<b>COST OF SALES-PAMPHLETS</b>		<b>28,507</b>						
<b>COST OF SALES-MISCELLANEOUS</b>		<b>21,575</b>						
<b>COST OF SALES-FREIGHT</b>		<b>4,872</b>						
<b>CREDIT CARD FEES</b>								
<b>COST OF SALES-OTHER</b>								
<b>PURCHASE DISCOUNTS.</b>		<b>(1,509)</b>						
<b>Cost of Goods Sold</b>		<b>134,064</b>			<b>134,064</b>	<b>114,907</b>	<b>19,157</b>	
<b>TOTAL GROSS INCOME</b>	<b>286,186</b>	<b>56,525</b>	<b>11,995</b>	<b>-</b>	<b>354,706</b>	<b>352,332</b>	<b>2,224</b>	*
<b>OPERATING DISBURSEMENTS</b>								
SALARIES	96,948	51,769		11,667	160,384	141,354	19,030	
HEALTH CARE	6,622				6,622	7,945	(1,323)	
EMPLOYMENT INSURANCE	175				175	-	175	
PAYROLL TAXES	7,416	3,960		893	12,269	10,814	1,455	
WORKERS' COMP/EMPLOY.	138				138	147	(9)	
<b>TOTAL PAYROLL AND Employee Benefits</b>	<b>111,299</b>	<b>55,729</b>	<b>0</b>	<b>12,560</b>	<b>179,588</b>	<b>160,260</b>	<b>19,328</b>	
<b>EXPENSES</b>								
PAYROLL SERVICE	2,160				2,160	2,137	23	
AUDIT FEES	5,189				5,189	4,742	447	
OFFICE SUPPLIES	4,178				4,178	5,189	(1,011)	
COPIER LEASE	3,599				3,599	3,485	114	
COMPUTER SUPPLIES	3,047				3,047	3,110	(63)	
ARCHIVE SUPPLIES	428				428	-	428	
TELEPHONE	3,305				3,305	4,059	(754)	
TELEPHONE ANSW. SERVICE	5,081				5,081	5,210	(129)	
POSTAGE AND HANDLING	15,418				15,418	8,954	6,464	
RENT	21,498				21,498	20,453	1,045	
UTILITIES	6,325				6,325	7,452	(1,127)	
OFFICE RENOVATIONS/REPAIRS	2,869				2,869	-	2,869	
INSURANCE	1,786				1,786	1,808	(22)	
EQUIPMENT PURCHASES	3,681				3,681	4,125	(444)	
SOFTWARE UPDATES			10,345		10,345	27,330	(16,985)	
SERVICE CONTRACTS	22,108	650			22,758	27,061	(4,303)	
OUTREACH LIT & SUPPLIES				9,890	9,890	-	9,890	
CREDIT CARD FEES-OP	4,635				4,635	8,457	(3,822)	
GUARDIANS EXPENSES			1,650		1,650	1,500	150	
OUTREACH TRAVEL				816	816	-	816	
PRINTING	571				571	577	(6)	
CONFERENCE/MEETING	850				850	330	520	
GSO - NY Operating	703				703	-	703	
NEO - Operating	703				703	-	703	
CENTRAL BULLETIN	4,908				4,908	5,007	(99)	
<b>TOTAL ADMINISTRATIVE COSTS</b>	<b>113,042</b>	<b>-</b>	<b>650</b>	<b>10,706</b>	<b>136,393</b>	<b>140,986</b>	<b>(4,593)</b>	
<b>TOTAL EXPENSES</b>	<b>224,341</b>	<b>56,379</b>	<b>11,995</b>	<b>23,266</b>	<b>315,981</b>	<b>301,246</b>	<b>14,735</b>	*
<b>NET INCOME</b>	<b>61,845</b>	<b>146</b>	<b>-</b>	<b>(23,266)</b>	<b>38,725</b>	<b>51,086</b>	<b>(12,511)</b>	**
		Oct-Dec 3 months Oct-Dec 3 months			20,615 12,908	Operating Funds Overall funding	61,845 38,725	