

Alcoholics Anonymous Cleveland District Office
Profit & Loss Prev Year Comparison
January through September 2024

	<u>Jan - Sep 24</u>	<u>Jan - Sep 23</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
40002 · Member Contributions	277,026.12	282,791.62	(5,765.50)	(2.0)%
40802 · Central Bulletin Revenue	72.00	250.00	(178.00)	(71.2)%
41302 · Interest - Prudent Reserve	8,583.97	0.00	8,583.97	100.0%
41402 · Int. PNC Indexed Annuity	2,721.08	2,650.83	70.25	2.7%
41602 · Interest - PNC Laddered CDS	121.48	282.89	(161.41)	(57.1)%
42002 · Other Income - Loyalty Pnts	1,035.49	0.00	1,035.49	100.0%
43304 · Earmarked Income	0.00	10,345.00	(10,345.00)	(100.0)%
43403 · Literature Sales - Other	465.36	(377.00)	842.36	223.4%
43453 · Shipping Reimbursable	13,061.52	17,250.10	(4,188.58)	(24.3)%
43703 · Sales - Books	84,001.55	97,742.87	(13,741.32)	(14.1)%
43803 · Sales - Pamphlets	36,941.49	39,527.43	(2,585.94)	(6.5)%
43903 · Sales - Misc	33,368.16	37,126.97	(3,758.81)	(10.1)%
44002 · Meeting Room Income	290.00	210.00	80.00	38.1%
45004 · Guardian Tickets Income	1,836.25	1,650.00	186.25	11.3%
Total Income	459,524.47	489,450.71	(29,926.24)	(6.1)%
Cost of Goods Sold				
50103 · Cost of Sales-Books	70,962.21	80,331.66	(9,369.45)	(11.7)%
50203 · Cost of Sales-Pamphlets	27,767.95	29,147.95	(1,380.00)	(4.7)%
50303 · Cost of Sales-Miscellaneous	20,178.12	21,542.58	(1,364.46)	(6.3)%
57503 · Cost of Sales Freight-OUT	3,171.76	4,871.76	(1,700.00)	(34.9)%
57603 · Credit Card Processing Fees-LIT	5,713.51	0.00	5,713.51	100.0%
58000 · Cost of Sales-PackingSup	36.21	0.00	36.21	100.0%
58753 · Cost of Sales Freight-IN	649.88	0.00	649.88	100.0%
59503 · Purchase Discounts	(1,972.51)	(1,508.57)	(463.94)	(30.8)%
Total COGS	126,507.13	134,385.38	(7,878.25)	(5.9)%
Gross Profit	333,017.34	355,065.33	(22,047.99)	(6.2)%
Expense				
57602 · Credit Card Processing Fees-OP	576.80	0.00	576.80	100.0%
60305 · Donations & Gifts	234.63	0.00	234.63	100.0%
62001 · Unemployment Benefits Paid	2,927.42	0.00	2,927.42	100.0%
62002 · Salaries - Operating	97,099.10	96,947.98	151.12	0.2%
62003 · Salaries - Literature	34,388.40	51,769.12	(17,380.72)	(33.6)%
62005 · Salaries - Outreach	3,500.00	11,666.69	(8,166.69)	(70.0)%
62502 · Part-Time/Ans. Serv. - Oper.	0.00	0.00	0.00	0.0%
63502 · Health Care - Operating	5,954.87	6,621.75	(666.88)	(10.1)%
64002 · Payroll Taxes - Oper.	10,859.86	7,416.49	3,443.37	46.4%
64003 · Payroll Taxes - Lit.	3,217.91	3,960.38	(742.47)	(18.8)%
64005 · Employer Payroll Tax	1,796.00	892.50	903.50	101.2%
64102 · Workers Compensation-Oper.	124.00	139.04	(15.04)	(10.8)%
64202 · Payroll Sevice-Oper.	2,600.80	2,160.00	440.80	20.4%
65002 · Audit Fees/Acct. Fees - Op.	3,941.51	5,189.11	(1,247.60)	(24.0)%
65004 · Bank Fees / Finance Charges	221.10	0.00	221.10	100.0%
66102 · Office Supplies-Oper.	6,629.28	4,178.08	2,451.20	58.7%
66103 · Office Supplies-Lit.	255.75	0.00	255.75	100.0%
66202 · Copier Lease-Oper.	4,763.39	3,599.49	1,163.90	32.3%
66302 · Computer Software / Supplies	7,984.80	9,052.47	(1,067.67)	(11.8)%
66402 · Archive Supplies/Conferences	0.00	427.61	(427.61)	(100.0)%
66502 · Telephone-Oper.	2,842.11	3,305.31	(463.20)	(14.0)%

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 Accrual Basis

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66602 · Telephone Ans. Service-Oper.	5,312.88	5,081.11	231.77	4.6%
66900 · Reconciliation Discrepancies	(531.21)	0.00	(531.21)	(100.0)%
67002 · Postage & Handling - Op	11,125.30	15,417.78	(4,292.48)	(27.8)%
67502 · Rent -Operating	21,710.32	21,497.79	212.53	1.0%
67602 · Utilities - Operating	6,676.38	6,325.20	351.18	5.6%
67702 · Office Cleaning - Operating	1,305.00	0.00	1,305.00	100.0%
67802 · Office Renovation/Repairs.	12,191.34	2,869.00	9,322.34	324.9%
67902 · Insurance Expense - Oper.	2,853.00	1,961.00	892.00	45.5%
68102 · Equipment Purchase / Leasing	2,274.30	3,680.53	(1,406.23)	(38.2)%
68104 · Software Updates	13,605.00	10,345.00	3,260.00	31.5%
68202 · Service Contracts - Op.	16,456.30	16,101.90	354.40	2.2%
68203 · Service Contracts - Lit.	600.00	650.00	(50.00)	(7.7)%
68205 · Outreach Li, Events & Supplies	951.84	9,890.39	(8,938.55)	(90.4)%
68302 · Credit Card Fees - OP	0.00	4,635.24	(4,635.24)	(100.0)%
68304 · Archive Display	504.30	0.00	504.30	100.0%
68704 · Guardians Special Event Exp..	25.00	1,650.00	(1,625.00)	(98.5)%
68805 · Outreach Travel Expenses	298.68	815.87	(517.19)	(63.4)%
69002 · Printing Expense - Oper.	985.00	571.00	414.00	72.5%
70502 · Conf./Meeting Expense-Oper.	1,040.82	850.48	190.34	22.4%
73002 · General Service N.Y Office	0.00	702.00	(702.00)	(100.0)%
73104 · NEO General Service-	0.00	702.00	(702.00)	(100.0)%
73202 · Central Bulletin	5,789.07	4,908.00	881.07	18.0%
Total Expense	<u>293,091.05</u>	<u>315,980.31</u>	<u>(22,889.26)</u>	<u>(7.2)%</u>
Net Income	<u>39,926.29</u>	<u>39,085.02</u>	<u>841.27</u>	<u>2.2%</u>