

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

	<u>Jan - Dec 24</u>	<u>Jan - Dec 23</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
40002 · Member Contributions	346,104.82	335,300.13	10,804.69	3.2%
40802 · Central Bulletin Revenue	94.00	268.00	(174.00)	(64.9)%
41302 · Interest - Prudent Reserve	14,139.04	0.00	14,139.04	100.0%
41402 · Int. PNC Indexed Annuity	2,721.08	5,371.48	(2,650.40)	(49.3)%
41602 · Interest - PNC Laddered CDS	126.82	318.07	(191.25)	(60.1)%
42002 · Other Income - Loyalty Pnts	1,786.48	0.00	1,786.48	100.0%
43304 · Earmarked Income	0.00	13,974.73	(13,974.73)	(100.0)%
43403 · Literature Sales - Other	(465.36)	(626.75)	161.39	25.8%
43453 · Shipping Income	18,647.97	21,919.94	(3,271.97)	(14.9)%
43703 · Sales - Books	118,600.45	126,177.66	(7,577.21)	(6.0)%
43803 · Sales - Pamphlets	46,055.90	51,048.58	(4,992.68)	(9.8)%
43903 · Sales - Misc	44,495.08	49,835.15	(5,340.07)	(10.7)%
44002 · Meeting Room Income	491.00	330.00	161.00	48.8%
45004 · Guardian Tickets Income	1,836.25	1,650.00	186.25	11.3%
Total Income	<u>594,633.53</u>	<u>605,566.99</u>	<u>(10,933.46)</u>	<u>(1.8)%</u>
Cost of Goods Sold				
50000 · Cost of Goods Sold	3,624.74	0.00	3,624.74	100.0%
50103 · Cost of Sales-Books	96,629.76	104,429.38	(7,799.62)	(7.5)%
50203 · Cost of Sales-Pamphlets	34,504.65	38,003.53	(3,498.88)	(9.2)%
50303 · Cost of Sales-Miscellaneous	26,434.04	28,715.08	(2,281.04)	(7.9)%
57503 · Cost of Sales Freight-OUT	6,798.96	5,865.09	933.87	15.9%
57603 · Credit Card Processing Fees-LIT	8,321.75	0.00	8,321.75	100.0%
58000 · Cost of Sales-PackingSup	165.47	0.00	165.47	100.0%
58753 · Cost of Sales Freight-IN	1,603.93	0.00	1,603.93	100.0%
59003 · Purchase Returns & Allowance	35.00	0.00	35.00	100.0%
59503 · Purchase Discounts	(3,263.41)	(2,790.46)	(472.95)	(17.0)%
Total COGS	<u>174,854.89</u>	<u>174,222.62</u>	<u>632.27</u>	<u>0.4%</u>
Gross Profit	<u>419,778.64</u>	<u>431,344.37</u>	<u>(11,565.73)</u>	<u>(2.7)%</u>

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Expense				
57602 · Credit Card Processing Fees-OP	1,360.39	0.00	1,360.39	100.0%
60305 · Donations & Gifts	3,060.83	0.00	3,060.83	100.0%
62001 · Unemployment Benefits Paid	8,653.42	0.00	8,653.42	100.0%
62002 · Salaries - Operating	122,601.73	136,224.24	(13,622.51)	(10.0)%
62003 · Salaries - Literature	45,583.84	67,911.90	(22,328.06)	(32.9)%
62005 · Salaries - Outreach	3,500.00	22,916.71	(19,416.71)	(84.7)%
62502 · Part-Time/Ans. Serv. - Oper.	0.00	0.00	0.00	0.0%
63502 · Health Care - Operating	7,190.87	8,848.01	(1,657.14)	(18.7)%
64002 · Payroll Taxes - Oper.	19,425.88	10,421.12	9,004.76	86.4%
64003 · Payroll Taxes - Lit.	7,065.47	5,195.33	1,870.14	36.0%
64005 · Employer Payroll Tax	5,941.14	1,753.13	4,188.01	238.9%
64102 · Workers Compensation-Oper.	124.00	139.04	(15.04)	(10.8)%
64202 · Payroll Sevice-Oper.	3,800.40	2,922.50	877.90	30.0%
65002 · Audit Fees/Acct. Fees - Op.	3,941.51	5,350.68	(1,409.17)	(26.3)%
65004 · Bank Fees / Finance Charges	657.41	0.00	657.41	100.0%
66102 · Office Supplies-Oper.	6,996.40	6,432.38	564.02	8.8%
66103 · Office Supplies-Lit.	386.95	105.03	281.92	268.4%
66202 · Copier Lease-Oper.	4,632.98	4,807.35	(174.37)	(3.6)%
66302 · Computer Software / Supplies	11,095.41	12,337.07	(1,241.66)	(10.1)%
66402 · Archive Supplies/Conferences	0.00	427.61	(427.61)	(100.0)%
66502 · Telephone-Oper.	3,842.03	4,557.10	(715.07)	(15.7)%
66602 · Telephone Ans. Service-Oper.	6,608.97	6,688.63	(79.66)	(1.2)%
66900 · Reconciliation Discrepancies	(531.21)	0.00	(531.21)	(100.0)%
67002 · Postage & Handling - Op	12,186.52	21,628.86	(9,442.34)	(43.7)%
67502 · Rent -Operating	30,810.32	28,097.79	2,712.53	9.7%
67602 · Utilities - Operating	9,426.44	8,217.57	1,208.87	14.7%
67702 · Office Cleaning - Operating	2,885.00	0.00	2,885.00	100.0%
67802 · Office Renovation/Repairs.	13,729.65	3,798.88	9,930.77	261.4%
67902 · Insurance Expense - Oper.	2,853.00	2,275.00	578.00	25.4%
68102 · Equipment Purchase / Leasing	3,032.40	6,289.57	(3,257.17)	(51.8)%
68104 · Software Updates	19,900.00	14,410.00	5,490.00	38.1%
68152 · Equipment Maintenance	17.99	0.00	17.99	100.0%
68202 · Service Contracts - Op.	19,391.47	19,298.69	92.78	0.5%
68203 · Service Contracts - Lit.	600.00	650.00	(50.00)	(7.7)%
68205 · Outreach Li, Events & Supplies	951.84	11,391.00	(10,439.16)	(91.6)%
68302 · Credit Card Fees - OP	0.00	6,449.20	(6,449.20)	(100.0)%
68304 · Archive Display	504.30	8,146.12	(7,641.82)	(93.8)%

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68704 · Special Event Expense	3,466.60	1,650.00	1,816.60	110.1%
68805 · Outreach Travel Expenses	298.68	2,321.97	(2,023.29)	(87.1)%
69002 · Printing Expense - Oper.	985.00	571.00	414.00	72.5%
70502 · Conf./Meeting Expense-Oper.	1,172.90	4,006.00	(2,833.10)	(70.7)%
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	6,949.07	6,737.00	212.07	3.2%
Total Expense	<u>395,099.60</u>	<u>444,380.48</u>	<u>(49,280.88)</u>	<u>(11.1)%</u>
Net Ordinary Income	<u>24,679.04</u>	<u>(13,036.11)</u>	<u>37,715.15</u>	<u>289.3%</u>
Net Income	<u><u>24,679.04</u></u>	<u><u>(13,036.11)</u></u>	<u><u>37,715.15</u></u>	<u><u>289.3%</u></u>