

**Wilmington Intergroup**  
**Profit & Loss Budget vs. Actual**  
January through December 2021

	Jan - Dec 21	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
<b>Income Shortage</b>	-5,345.82			
<b>Revenue</b>				
<b>Group Contributions</b>	37,345.62	36,000.00	1,345.62	103.7%
<b>Individual Contributions</b>	6,253.55	5,000.04	1,253.51	125.1%
<b>Miscellaneous</b>	217.43	99.96	117.47	217.5%
<b>Retail Sales</b>	42,184.40	35,000.04	7,184.36	120.5%
<b>Special Events</b>	2,665.00			
<b>Total Revenue</b>	88,666.00	76,100.04	12,565.96	116.5%
<b>Total Income</b>	83,320.18	76,100.04	7,220.14	109.5%
<b>Cost of Goods Sold</b>				
<b>COGS</b>	30,692.83	27,000.00	3,692.83	113.7%
<b>Cost of Goods Sold</b>	188.14			
<b>Total COGS</b>	30,880.97	27,000.00	3,880.97	114.4%
<b>Gross Profit</b>	52,439.21	49,100.04	3,339.17	106.8%
<b>Expense</b>				
<b>Administrative Costs</b>	11,553.55	9,750.00	1,803.55	118.5%
<b>Occupancy Costs</b>	9,595.60	9,300.00	295.60	103.2%
<b>Payroll Expenses</b>	27,323.95	30,000.00	-2,676.05	91.1%
<b>Special Events Expense</b>	739.88			
<b>Total Expense</b>	49,212.98	49,050.00	162.98	100.3%
<b>Net Income</b>	<b>3,226.23</b>	<b>50.04</b>	<b>3,176.19</b>	<b>6,447.3%</b>