

| | 2019 | 2020 | Budget 2021 | 2021 | Budget 2022 |
|------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Income | Actual | Actual | Proposed | Actual | Proposed |
| 5000 7th Tradition Income | \$27,421.27 | \$40,169.11 | \$33,795.19 | \$37,698.82 | \$38,000.00 |
| 5020 Faithful Fivers | | \$964.57 | \$1,500.00 | \$3,903.66 | \$4,100.00 |
| 5200 Literature Sales Income | \$24,237.49 | \$10,178.33 | \$17,207.91 | \$11,139.90 | \$12,000.00 |
| 5205 Medallion Sales Income | | \$376.66 | \$450.00 | \$2,710.12 | \$3,000.00 |
| 5210 Recovery Sales Income | | \$358.05 | \$500.00 | \$972.26 | \$1,200.00 |
| 5300 Shipping Income | \$18.00 | \$63.30 | \$40.65 | \$10.78 | \$15.00 |
| 5400 Special Events Income | \$15,484.16 | \$7,480.55 | \$11,482.36 | \$2,733.08 | \$7,200.00 |
| 5500 Tax Credit - Return | | | | \$669.99 | |
| 7100 Sales of CO Lit Income | | \$55.25 | \$200.00 | \$754.55 | \$800.00 |
| Total Income | \$67,160.92 | \$59,645.82 | \$65,176.11 | \$60,593.16 | \$66,315.00 |
| Cost of Goods Sold | | | | | |
| 6000 Cost of Literature - COGS | \$12,938.82 | \$8,024.89 | \$10,481.86 | \$9,238.38 | \$10,000.00 |
| 6015 Cost of Printing - COGS | | \$64.04 | \$60.00 | \$399.20 | \$425.00 |
| 6025 Cost of Medallions - COGS | | \$420.29 | \$400.00 | \$2,943.79 | \$3,100.00 |
| 6050 Cost of Drunk Junk - COGS | | \$26.74 | \$25.00 | \$74.05 | \$100.00 |
| Total Cost of Goods Sold | \$12,938.82 | \$8,535.96 | \$10,966.86 | \$12,655.42 | \$13,625.00 |
| Gross Profit | \$54,222.10 | \$51,109.86 | \$54,209.25 | \$47,937.74 | \$52,690.00 |
| Expenses | | | | | |
| 7000 Bank Charges | \$2,174.54 | \$529.19 | \$3.95 | -\$442.36 | \$0.00 |
| 7050 Contract Labor (Outside Svcs) | \$4,332.11 | \$700.00 | | | |
| 7055 Conference Costs (ICOAA) | | \$30.79 | | \$25.00 | \$25.00 |
| 7100 Food/Meals | \$725.57 | \$82.83 | | | |
| 7125 Cable Telephone & Internet | \$1,729.18 | \$560.42 | \$1,740.00 | \$1,767.31 | \$1,920.00 |
| 7150 Insurance | \$453.88 | \$51.97 | \$474.96 | \$474.96 | \$474.96 |
| 7200 Computer & Printer Expenses | \$484.96 | \$514.54 | \$782.00 | \$758.23 | \$50.00 |
| 7213 Water Services | \$167.22 | \$58.01 | \$65.00 | \$105.00 | \$105.00 |
| 7232 Merchant Device | | | \$353.78 | \$1,344.16 | \$100.00 |
| 7233 Merchant Fees | | \$1,042.22 | \$855.00 | \$1,259.22 | \$0.00 |
| 7234 Zoom Subscription | | \$128.96 | \$193.44 | \$278.40 | \$193.44 |
| 7235 Quickbooks Subscription | | \$448.66 | \$872.40 | \$924.30 | \$996.96 |
| 7250 Licenses & Fees | \$10.00 | \$43.04 | \$23.04 | \$20.00 | \$20.00 |
| 7270 Office Expenses | \$167.22 | \$34.91 | | \$64.97 | \$40.00 |
| 7279 Grapevine Subscription | | \$78.21 | \$78.21 | \$86.91 | \$87.00 |
| 7300 Office Supplies | \$5,174.80 | \$897.15 | \$130.00 | \$533.01 | \$250.00 |
| 7350 Parking Expenses | \$240.00 | \$235.00 | \$235.00 | \$240.00 | \$245.00 |
| 7400 Payroll Taxes | | | | \$9,296.86 | \$9,300.00 |
| 7450 Postage | \$421.63 | \$154.19 | \$45.00 | \$50.34 | \$45.00 |
| 7470 Professional fees* | \$1,755.20 | \$2,529.80 | \$1,200.00 | \$1,192.76 | \$1,250.00 |
| 7500 Rent | \$8,580.00 | \$7,480.00 | \$8,160.00 | \$8,860.00 | \$8,400.00 |
| 7600 Payroll Salary | \$23,313.86 | \$26,484.97 | \$32,706.72 | \$24,609.21 | \$25,000.00 |
| 7620 Payroll Bonus | | | | \$453.75 | |
| 7650 Software | \$144.96 | \$23.35 | \$56.04 | \$4.81 | \$0.00 |

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|------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 7740 Vendor Fee | -\$34.37 | | | | |
| 7751 Mailchimp | | \$411.73 | \$119.88 | \$122.16 | \$125.00 |
| 7752 Domain and Email | | \$23.33 | \$65.68 | \$95.80 | \$50.00 |
| 7750 Website | \$204.00 | \$92.29 | \$273.32 | \$140.00 | \$240.00 |
| 7899 CHECKING ACCESSORIES | | \$81.90 | \$23.90 | \$23.90 | \$0.00 |
| 7900 Taxes Paid | | | | | |
| 7910 Sales Taxes Paid | | \$174.19 | \$1,050.00 | \$788.53 | \$850.00 |
| 8000 Special Events Expense | \$3,539.84 | \$366.69 | | \$220.00 | \$1,200.00 |
| Total Expenses | \$53,601.81 | \$43,875.66 | \$48,967.98 | \$53,297.23 | \$50,967.36 |
| Total Other Expenses | | | | \$15.38 | \$0.00 |
| Net Operating Income | \$620.29 | \$7,234.20 | \$5,241.27 | -\$5,344.11 | \$1,722.64 |
| Total Other Income | | 729.27 | \$8.32 | \$110.48 | \$8.00 |
| Net Income | \$620.29 | 7,963.47 | \$5,249.59 | -\$5,233.63 | \$1,730.64 |

* Accountant for part of 2020 and all of 2021