

# The General Service Office 2023 OPERATING BUDGET

## PROFIT AND LOSS

| OPERATING REVENUE                   | <u>2023 Budget</u> | <u>2022 Actual Unaudited</u> | <u>Variance</u>  |
|-------------------------------------|--------------------|------------------------------|------------------|
| <b>Publishing</b>                   |                    |                              |                  |
| Gross Literature Sales              | 15,900,000         | 11,999,441                   | 3,900,559        |
| Shipping Charges                    | 397,500            | 277,893                      | 119,607          |
| Discounts                           | 715,500            | 482,071                      | 233,429          |
| Net Sales                           | 15,582,000         | 11,795,264                   | 3,786,736        |
| Cost of Goods Sold                  | 7,632,000          | 6,901,151                    | 730,849          |
| <b>Gross Profit</b>                 | <b>7,950,000</b>   | <b>4,894,113</b>             | <b>3,055,887</b> |
| <b>Contributions</b>                |                    |                              |                  |
| Individuals/Groups                  | 10,500,000         | 10,548,525                   | (48,525)         |
| Conference Delegate Fees            | 167,400            | 165,600                      | 1,800            |
| Additional Conference Contributions | 133,920            | 162,640                      | (28,720)         |
| World Service Meeting               | 0                  | 85,299                       | (85,299)         |
| International Literature Fund       | 40,000             | 54,513                       | (14,513)         |
| <b>Total Contributions</b>          | <b>10,841,320</b>  | <b>11,016,577</b>            | <b>(175,257)</b> |
| <b>TOTAL OPERATING REVENUE</b>      | <b>18,791,320</b>  | <b>15,910,691</b>            | <b>2,880,630</b> |
| <b>OPERATING EXPENSE</b>            |                    |                              |                  |
| Salary and Fringe                   | 11,267,422         | 10,303,828                   | 963,594          |
| Professional Fees                   | 1,496,928          | 1,756,363                    | (259,435)        |
| Printing, Postage, and Supplies     | 499,892            | 451,413                      | 48,479           |
| Data, Automation & Website          | 598,906            | 611,490                      | (12,584)         |
| Insurance                           | 117,690            | 69,575                       | 48,115           |
| Facility and Equipment              | 1,143,984          | 1,241,711                    | (97,727)         |
| Travel and Meeting                  | 1,846,157          | 1,854,281                    | (8,124)          |
| Depreciation                        | 1,200,000          | 1,184,394                    | 15,606           |
| Other*                              | 114,500            | 196,608                      | (82,108)         |
| <b>TOTAL OPERATING EXPENSE</b>      | <b>18,285,479</b>  | <b>17,669,663</b>            | <b>615,816</b>   |
| <b>OPERATING SURPLUS/(DEFICIT)</b>  | <b>505,841</b>     | <b>(1,758,972)</b>           | <b>2,264,813</b> |

*Other includes:*

- Credit card and bank service fees
- Interest expense
- Currency exchange loss
- Disbursements from the International Literature Fund