



# ISO COSA

## Profit and Loss Comparison

July 2023 - April 2024

	TOTAL	
	JUL 2023 - APR 2024	JUL 2022 - JUN 2023 (PP)
Income		
Convention Income		
Convention Donations	104.00	
7th tradition -convention	2,221.00	
Individual	71.00	
Virtual convention donations	1,064.00	
<b>Total Convention Donations</b>	<b>3,460.00</b>	
Meals		160.00
Registration	3,300.00	5,175.00
ZOOM registration		2,080.00
<b>Total Registration</b>	<b>3,300.00</b>	<b>7,255.00</b>
Sales-calendars 2020 convention	21.00	
Silent Auction		292.00
Silent auction/other sales	59.50	376.85
<b>Total Convention Income</b>	<b>6,840.50</b>	<b>8,083.85</b>
Donations		
Automatic Recurring Donations	9,713.00	15,406.00
Group	10,850.09	9,055.47
Individual	7,013.40	6,134.28
Paypal Giving Fund	1.00	
Retreat Donations		293.00
Seventh Tradition Fund Drive		
Recurring Donation	30.00	
<b>Total Seventh Tradition Fund Drive</b>	<b>30.00</b>	
<b>Total Donations</b>	<b>27,607.49</b>	<b>30,888.75</b>
Interest Income	1,676.68	7.22
Sales	6,735.93	8,115.43
Literature	173.05	
Postage & Handling	-113.20	
Sales - Amazon	369.74	438.04
<b>Total Sales</b>	<b>7,165.52</b>	<b>8,553.47</b>
<b>Total Income</b>	<b>\$43,290.19</b>	<b>\$47,533.29</b>
<b>GROSS PROFIT</b>	<b>\$43,290.19</b>	<b>\$47,533.29</b>
Expenses		
Board Expenses		86.64
Board Convention Travel	120.00	2,532.67
Board Convention Travel - prior year		1,959.40



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Board Working Weekend		926.31
Board Working Weekend Travel		9,502.07
<b>Total Board Expenses</b>	<b>120.00</b>	<b>15,007.09</b>
Convention Expense		
Convention Supplies		157.10
Convention merchandise	96.68	
Silent Auction/Serenity to Go	168.05	1,158.01
<b>Total Convention Supplies</b>	<b>264.73</b>	<b>1,315.11</b>
Convention ZOOM	53.30	53.30
Hotel	4,250.00	
Hotel Deposit		500.00
Hotel Fees		7,549.37
<b>Total Hotel</b>	<b>4,250.00</b>	<b>8,049.37</b>
<b>Total Convention Expense</b>	<b>4,568.03</b>	<b>9,417.78</b>
COSA Basic Text	65.00	
COSA Committees		
Literature Committee	224.24	
Outreach Committee	1,398.02	1,595.22
Conferences	500.00	725.00
UK expenses		581.61
<b>Total Outreach Committee</b>	<b>1,898.02</b>	<b>2,901.83</b>
<b>Total COSA Committees</b>	<b>2,122.26</b>	<b>2,901.83</b>
COSA Products	26.39	
Medallion/Pins	678.23	161.45
Postage/Shipping	1,411.58	1,881.27
Printing	2,229.87	2,640.24
<b>Total COSA Products</b>	<b>4,346.07</b>	<b>4,682.96</b>
Office Expenses	90.38	
Bank Fees	-27.50	
Insurance		2,684.00
Mail forwarding service	176.41	191.41
Office Equipment	106.99	
Office Supplies	85.58	779.67
P.O. Box Fee		194.00
Phone/Fax Line/internet	449.40	565.78
Trademark renewal	3,400.00	1,175.00
<b>Total Office Expenses</b>	<b>4,281.26</b>	<b>5,589.86</b>



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Payroll Expenses	173.49	
ADP/ QB fees	1,285.60	1,649.08
Net paychecks	60.96	
Taxes	663.10	615.06
Wages	8,668.00	7,923.20
<b>Total Payroll Expenses</b>	<b>10,851.15</b>	<b>10,187.34</b>
Sales Tax	19.61	7.42
Staff Travel Expenses		
Staff travel - convention		614.90
<b>Total Staff Travel Expenses</b>		<b>614.90</b>
State of kentucky	25.00	15.00
Technology Fees	37.62	
Authnet Gateway Fee	161.59	132.50
EventZilla	99.01	
In Motion Hosting	307.95	98.94
Mail Chimp	916.75	959.34
Paymentech fees	846.85	1,264.41
PayPal Fees	286.44	539.75
ZOOM	212.99	212.99
<b>Total Technology Fees</b>	<b>2,869.20</b>	<b>3,207.93</b>
<b>Total Expenses</b>	<b>\$29,267.58</b>	<b>\$51,632.11</b>
<b>NET OPERATING INCOME</b>	<b>\$14,022.61</b>	<b>\$ -4,098.82</b>
<b>NET INCOME</b>	<b>\$14,022.61</b>	<b>\$ -4,098.82</b>