

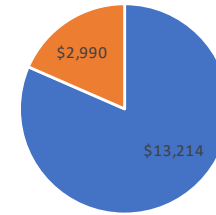
AIS 2024 Budget

	2024	2023	2023	2022	2021
	Budget	Actual	Budget	Actual	Actual
Income					
Literature Sales	\$ 20,000	\$ 27,992	\$ 15,000	\$ 14,962	\$ 12,930
Literature Shipping	\$ 1,500	\$ 1,771	\$ 2,000	\$ 763	\$ 95
Donations	\$ 15,000	\$ 15,430	\$ 13,000	\$ 13,215	\$ 13,597
Interest Income	\$ -	\$ 21	\$ 100	\$ 21	\$ 123
Total Income	\$ 36,500	\$ 45,212	\$ 30,100	\$ 28,960	\$ 26,745
COGS					
Lit COGS	\$ 14,750	\$ 20,384	\$ 13,000	\$ 10,284	\$ 8,086
WSO Shipping Cost	\$ 1,000	\$ 1,463	\$ 1,250	\$ 1,165	\$ 1,325
Customer Shipping Cost	\$ 1,250	\$ 1,529	\$ 2,000	\$ 1,664	\$ 1,092
Total COGS	\$ 17,000	\$ 23,376	\$ 16,250	\$ 13,113	\$ 10,503
Gross Profit	\$ 19,500	\$ 21,837	\$ 13,850	\$ 15,847	\$ 16,242
Expense					
Alateen Liaison				\$ 99	
Archives					
Bank Fees/Bad Debt	\$ 50	\$ 95			
Business Licenses	\$ 85	\$ 88	\$ 100	\$ 65	\$ 69
Conferences	\$ 1,000	\$ 409	\$ 500	\$ 354	
Credit Card Fees	\$ 600	\$ 916	\$ 650	\$ 582	\$ 552
Event Expense					
Alateen					
Bon Fire					
Fellowship	\$ 500	\$ 311	\$ 1,000	\$ 249	
Other Events					\$ 225
Insurance	\$ 1,900	\$ 3,121	\$ 1,800	\$ 1,791	\$ 529
Literature Adjustments		\$ 540		\$ 39	
Maintenance/Repairs					
Miscellaneous		\$ 1		\$ 1	
Office Equipment		\$ 22		\$ 1,689	
Office Supplies	\$ 100	\$ 46	\$ 25	\$ 19	\$ 386
Outreach	\$ 5,500	\$ 5,813	\$ 3,400	\$ 3,370	\$ 5,362
Penalties + interest					
Postage	\$ 100	\$ 66			
Professional Consulting	\$ 500			\$ 500	\$ 688
Rent	\$ 8,000	\$ 7,575	\$ 7,200	\$ 7,200	\$ 7,500
Taxes (Property)	\$ 2,250	\$ 1,842	\$ 2,000	\$ 2,003	\$ 1,986
Technology					
Website	\$ 500	\$ 680	\$ 100	\$ 82	\$ 230
Microsoft	\$ 100	\$ 79	\$ 100	\$ 79	
Software				\$ 85	
Quickbooks	\$ 950	\$ 1,991	\$ 900	\$ 910	\$ 972
Adobe	\$ 250	\$ 204	\$ 200	\$ 198	\$ 198
Computers & Peripherals	\$ 100	\$ 60	\$ 300		
Phone & Internet	\$ 1,500	\$ 1,435	\$ 2,500	\$ 2,523	\$ 1,980
Printers					
Volunteer Parking/Bus	\$ 100	\$ 150	\$ 25	\$ 1	\$ 66
Total Exp	\$ 24,085	\$ 25,444	\$ 20,800	\$ 21,840	\$ 20,743
Total Exp (incl COGS)	\$ 41,085	\$ 48,820	\$ 37,050	\$ 34,953	\$ 31,246
* NET INCOME	\$ (4,585)	\$ (3,607)	\$ (6,950)	\$ (5,993)	\$ (4,501)

*AIS Voted 8/10/23 to target a goal of \$20,000 in prudent reserve and \$5,000 Operating Cash reserve. As of 12/31/2023, the total for the two was \$36,181. AIS is decreasing the excess reserve by budgeting losses each year (primarily spending on Outreach campaigns and otherwise operating on a breakeven basis).

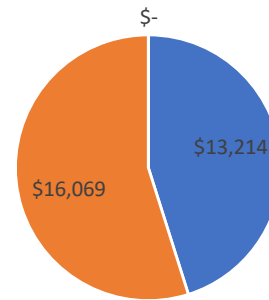
AIS 2024 Budget				
		2023	2022	2021
		Actual	Actual	Actual
Income				
	Literature Sales	\$27,992	\$15,271	\$12,930
	Literature Shipping	\$1,771	\$798	\$95
	Donations	\$15,430	\$13,214	\$13,597
	Spare Change/Cans			
	Interest Income	20.55	\$0	\$123
	Other Income			
	Total Income	\$45,212	\$29,284	\$26,745
COGS				
	Lit COGS	\$20,384	\$10,406	\$8,086
	WSO Shipping Cost	\$1,463	\$1,009	\$1,325
	Customer Shipping Cost	\$1,529	\$1,664	\$1,092
	Total COGS	\$23,376	\$13,079	\$10,503
		0		
Gross Profit		\$21,837	\$16,205	\$16,242
Expense				
	Alateen Liaison	\$0	\$99	
	Archives			
	ASL Translators			
	Bank Fees/Bad Debt	\$95		
	Business Licenses	\$88	\$65	\$69
	Conferences	\$409	\$354	
	Credit Card Fees	\$916	\$582	\$552
	Bon Fire			
	Fellowship	\$311	\$199	\$225
	Insurance	\$3,121	\$1,791	\$529
	Literature Adjustments	\$540	\$0	\$0
	Miscellaneous	\$1	\$3	
	Office Supplies & Equipment	\$68	\$19	\$386
	Outreach	\$5,813	\$3,370	\$5,362
	Postage	\$66		
	Professional Consulting	\$0	\$500	\$688
	Rent	\$7,575	\$7,250	\$7,500
	Taxes	\$1,842	\$2,003	\$1,986
	Technology			
	Website	\$680	\$82	\$230
	Software	\$2,274	\$1,437	\$1,170
	Computers & Peripherals	\$60	\$1,689	
	Phone & Internet	\$1,435	\$2,358	\$1,980
	Volunteer Parking/Bus	\$150	\$1	\$66
Total Exp		\$25,444	\$21,802	\$20,743
Total Exp (incl COGS)		\$48,820	\$34,881	\$31,246
NET INCOME		(\$3,607)	(\$5,596)	(\$4,501)

Revenue less Expenses



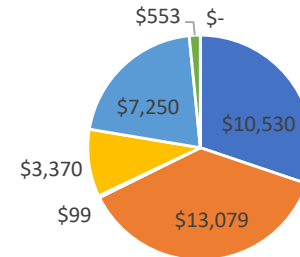
■ Donations ■ Literature

Revenue



■ Donations ■ Literature ■ Other

Expenses



■ Bus. Expense ■ Literature ■ Misc. ■ Outreach ■ Rent ■ Social / Conference ■ (blank)