

1	AIS 2023 Budget					
2		2023	2022	2022	2021	2020
3		Budget	Actual	Budget	Actual	Actual
4	Income					
5	Literature Sales	\$15,000	\$15,271	\$15,000	\$12,930	\$13,686
6	Literature Shipping	\$2,000	\$798	\$900	\$95	\$325
7	Donations	\$13,000	\$13,214	\$15,000	\$13,597	\$17,227
8	Spare Change/Cans			\$ -		\$57
11	Interest Income	\$100	0	\$150	\$123	\$404
12	Other Income					\$ -
13	Total Income	\$30,100	\$29,284	\$31,050	\$26,745	\$31,699
14						
15	COGS					
16	Lit COGS	\$13,000	\$10,406	\$9,500	\$8,086	\$9,503
17	WSO Shipping Cost	\$1,250	\$1,009	\$1,600	\$1,325	\$740
18	Customer Shipping Cost	\$2,000	\$1,664	\$1,200	\$1,092	\$1,050
19	Total COGS	\$16,250	\$13,079	\$12,300	\$10,503	\$11,293
20						
21	Gross Profit	\$13,850	\$16,205	\$18,750	\$16,242	\$20,406
22						
23	Expense					
24	Alateen Liaison		\$99	\$250		\$152
25	Archives			\$50		
26	ASL Translators					\$670
27	Bank Fees/Bad Debt					\$2
28	Business Licenses	\$100	65	\$100	\$69	\$66
29	Conferences	\$500	\$354	\$1,500		
30	Credit Card Fees	\$650	\$582	\$650	\$552	\$501
35	Bon Fire			\$200		
36	Fellowship	\$1,000	\$199	\$1,000	225	\$1,053
37	Board Retreat			\$400		
39	Insurance	\$1,800	\$1,791	\$2,100	\$529	\$488
41	Miscellaneous		3			
43	Office Supplies	\$25	\$19	\$200	\$386	\$319
44	Outreach	\$3,400	\$3,370	\$6,000	\$5,362	\$4,167
45	Postage					\$55
46	Professional Consulting		\$500	\$600	\$688	
47	Rent	\$7,200	\$7,250	\$7,200	\$7,500	\$7,500
48	Taxes	\$2,000	\$2,003	\$2,300	\$1,986	\$1,318
49	Technology					
50	Website	\$100	\$82	\$300	\$230	\$151
51	Software	\$1,200	\$1,437	\$1,200	\$1,170	\$1,195
52	Computers & Peripherals	\$300	\$1,689	\$300		
53	Phone & Internet	\$2,500	\$2,358	\$2,000	\$1,980	\$1,739
54	Volunteer Parking/Bus	\$25	\$1	\$200	\$66	\$97
55	Total Exp	\$20,800	\$21,802	\$26,550	\$20,743	\$19,473
56	Total Exp (incl COGS)	\$37,050	\$34,881	\$38,850	\$31,246	\$30,766
57						
*	NET INCOME	(\$6,950)	(\$5,596)	(\$7,800)	(\$4,501)	\$933

*AIS voted to reduce its ample reserve to \$25,000 in 2020. AIS is decreasing the excess reserve by budgeting a \$6,000 loss each year (primarily spending on Outreach campaigns and otherwise operating on a breakeven basis) until the ample reserve reach \$25,000. AIS had \$33,795 as of Dec 31, 2022