

**DeMolay International**  
**Statement of Financial Income & Expense Condensed**  
**July through September 2018**

	<u>Jul - Sep 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
04100 · Store Sales	28,720.64	22,480.00	6,240.64	202,400.00
04150 · Store Shipping Income	967.83	624.00	343.83	2,500.00
04250 · Fee Income	33,186.00	28,961.00	4,225.00	433,550.00
04300 · Contribution Income	60,450.14	17,736.90	42,713.24	260,147.60
04400 · Administrative Income	18,500.07	18,500.06	0.01	74,000.00
04450 · Other Income	5,218.37	4,550.00	668.37	33,650.00
04611 · Session Income	0.00	0.00	0.00	365,000.00
04670 · Corporate Allocation	0.00	0.00	0.00	163,336.01
04900 · Grant Income	0.00	0.00	0.00	60,500.00
<b>Total Income</b>	<u>147,043.05</u>	<u>92,851.96</u>	<u>54,191.09</u>	<u>1,595,083.61</u>
<b>Cost of Goods Sold</b>				
05100 · Cost of Goods	27,267.47	18,895.00	8,372.47	117,390.00
<b>Total COGS</b>	<u>27,267.47</u>	<u>18,895.00</u>	<u>8,372.47</u>	<u>117,390.00</u>
<b>Gross Profit</b>	119,775.58	73,956.96	45,818.62	1,477,693.61
<b>Expense</b>				
1 · Personnel	100,601.48	122,125.00	(21,523.52)	489,500.00
2 · Governance	49,949.45	57,999.00	(8,049.55)	516,000.00
3 · Administration	56,806.32	61,930.00	(5,123.68)	267,019.70
4 · Education	23,626.97	24,000.00	(373.03)	40,000.00
5 · Marketing	0.00	0.00	0.00	5,000.00
6 · Management Information Systems	2,761.64	2,563.00	198.64	10,250.00
7 · General	43,783.03	33,716.47	10,066.56	134,866.00
8 · Other Expense	22,099.15	20,750.00	1,349.15	83,000.00
<b>Total Expense</b>	<u>299,628.04</u>	<u>323,083.47</u>	<u>(23,455.43)</u>	<u>1,545,635.70</u>
<b>Net Ordinary Income</b>	(179,852.46)	(249,126.51)	69,274.05	(67,942.09)
<b>Other Income/Expense</b>				
<b>Other Income</b>				
04615 · Interest Income	2,866.00	0.00	2,866.00	0.00
04620 · Dividend Income	7,988.00	0.00	7,988.00	0.00
04630 · Capital Gain Dividend	0.00	0.00	0.00	0.00
04640 · Capital Gain or Loss Realized	(118.00)	0.00	(118.00)	0.00
04650 · Capital Gain or Loss Unrealized	76,542.00	0.00	76,542.00	0.00
04671 · Corporate Allocation from Inv.	0.00	0.00	0.00	0.00
04790 · Change in Mkt. Value-King Trust	0.00	0.00	0.00	0.00
<b>Total Other Income</b>	<u>87,278.00</u>	<u>0.00</u>	<u>87,278.00</u>	<u>0.00</u>
<b>Net Other Income</b>	87,278.00	0.00	87,278.00	0.00
<b>Net Income</b>	<u>(92,574.46)</u>	<u>(249,126.51)</u>	<u>156,552.05</u>	<u>(67,942.09)</u>