

Treasurer's Report

The Augustine Fellowship, S.L.A.A., Fellowship-Wide Services., Inc.

2025 Annual Business Conference/Meeting

Submitted June 2025

This Treasurer's Report:

- Is based on our income and expenses from **Oct. 2024** through **May 2025**, eight of the twelve months of our 2024-2025 fiscal year
- Is based on the data reviewed by the Board Finance Committee:

Board of Trustees participants:

- Jeff R. in Seattle (Treasurer)
- Chris D. in CA (B.O.T. Chair)
- Jack F. in Australia (B.O.T. Secretary)
- Phoenix G. in TX

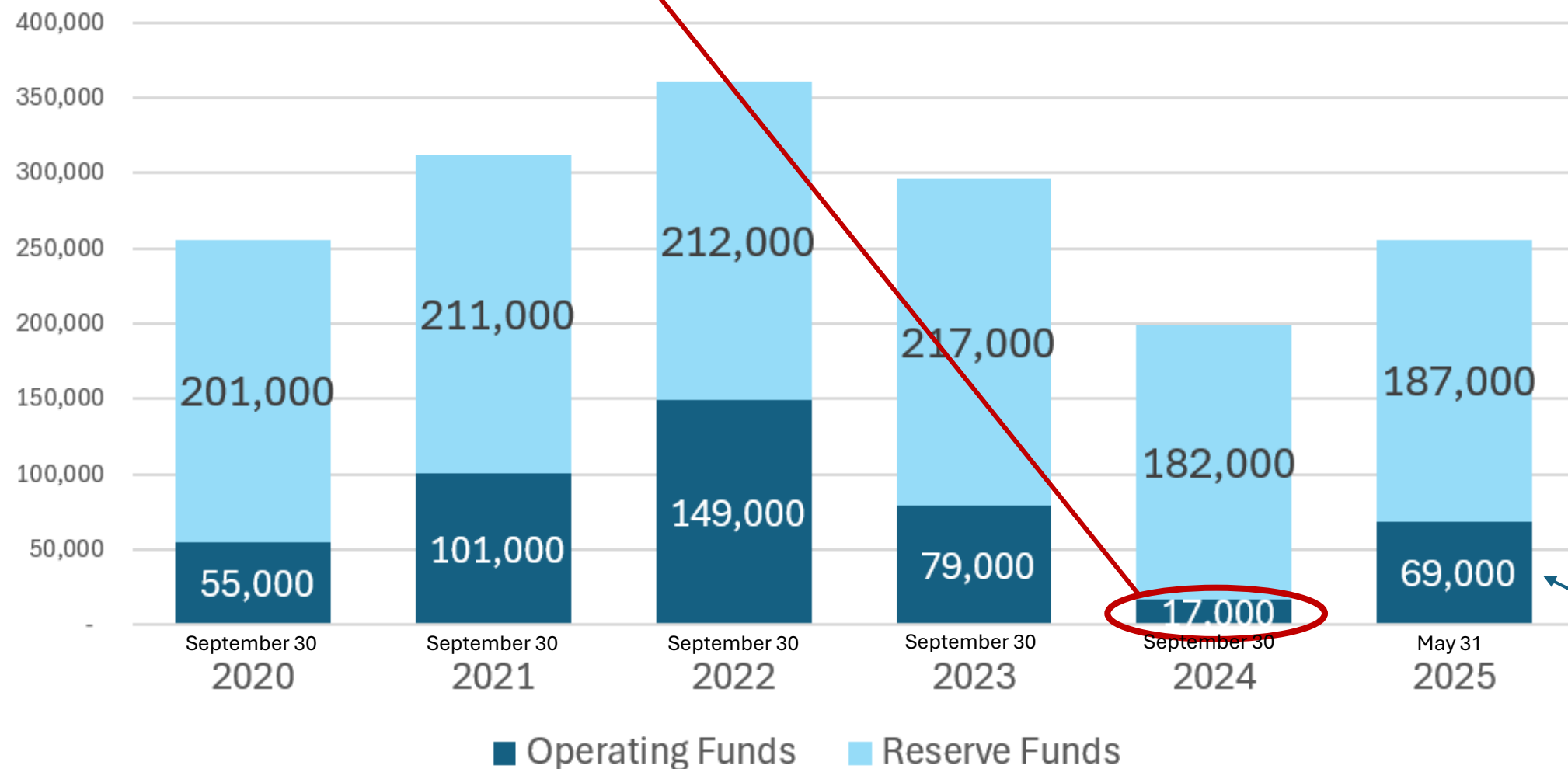
Non-B.O.T. members:

- Michael S. in PA
- Caitlyn K. in IL
- John D. in PA
- Sam E. in NJ
- Ava in NY
- Hernan V. in CA

- Is based on the financial documents provided by our bookkeeper each month, including the Balance Sheet and three Profit & Loss income statements. These are snapshots of the organization's financial condition and are available to the Fellowship on request.

Balance Sheet Insights

Our biggest financial accomplishment in this fiscal year is to get a solid start to rebuilding our Operating funds, the money we use to pay the day-to-day expenses of the organization, which were at an all-time low at the end of our fiscal year 2023-2024.



Once the Operating Funds are back up around \$150K, we will begin to repay the money we borrowed from the Prudent Reserve at the end of 2023.

Profit and Loss Income Statements

The Profit & Loss financial statements lists the income received by F.W.S. and the expenses the corporation has to pay. Technically, for a non-profit organization like Fellowship-wide Services, this report is a statement of surplus or deficits. A surplus occurs when our income exceeds our expenses. A deficit occurs when expenses exceed our income. Because most people understand the profit and loss terms, we use the terms *Profit & Loss* and *Income Statement* to refer to these financial statements.

It is important to note that although F.W.S. is classified as a “not-for-profit” organization, such companies are allowed to have a surplus. In fact, we need to have surpluses to be able to continue to operate.

Our biggest income categories are contributions (from individuals, meetings, and intergroups) and sales of literature and merchandise. Our biggest expenses are payroll for our employees, contract services (including IT and bookkeeping), facilities and equipment (including our lease), and office operations (including office supplies and computer equipment).

Bottom Line Up Front: We are running a surplus year-to-date in 2024-2025 that is better than expected

	Q1	Q2	April	May	YTD	Budget	Fav/Unfav
Gross Profit	91,084	128,557	35,641	32,476	287,758	217,536	70,222
Total Expenses	75,395	78,528	34,831	28,741	217,495	214,367	3,128
Net	15,689	50,029	810	3,735	70,263	3,169	67,094

YTD through May 2025: +\$70K

- 1. Year-to-date through May 2025, S.L.A.A. has brought in \$288K in income and paid \$217K in expenses. That is an operating surplus of \$70K
- 2. This surplus is ahead of our YTD budget for Net Operating income by \$67K
- 3. Expenses of \$217K have been slightly more than budgeted, by \$3K
- 4. Compared to last year for the same 8 months (Oct-May): \$70K net vs. LY \$8K, so we are ahead of last year by \$62K

Three component parts to running a surplus:

Maximize contributions to FWS



Maximize sales of merchandise and literature



Control our expenses



Contributions: Getting Stronger in 2024-2025

YEAR TO DATE vs. BUDGET and LAST YEAR (same 8 months)

	YTD Actuals	YTD Budget	VTB \$	LY (Oct-May)	YoY %
* Individuals w/o Bequest	31,958	29,807	2,151	25,517	25%
* Bequest	21,065	-	21,065	-	n/a
Individuals	53,023	29,807	23,216	25,517	108%
Groups/Meetings	33,197	20,661	12,536	15,209	118%
* Intergroups w/o 3 large Oct donations	34,878	-	n/a	-	n/a
* 3 large Oct donations	18,600	-	n/a	-	n/a
Intergroups	53,478	38,635	14,843	18,786	185%
TOTAL CONTRIBUTION INCOME	139,829	89,103	50,726	59,909	133%

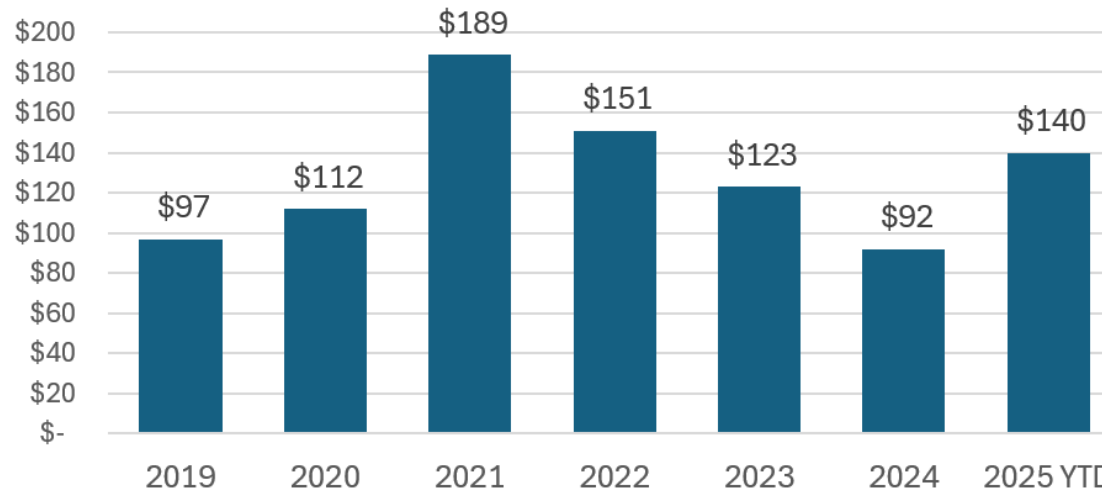
This year, we had a \$21K bequest. Even without that, individual contributions are ahead of budget (+\$2K) and last year (+\$25K)

Intergroup contribution are almost 3x this year compared to last year!

YTD we are ahead of budget so far, by \$51K

Contributions by Year

in thousands of dollars



2025 is projected to be the second biggest year in contributions in the last 7 years.

THIS is where our financial turnaround is coming from.

Thank you all for your Seventh Tradition giving!

Product Sales (literature and merchandise) YTD: \$179K

Merchandise and Print Literature are behind budget

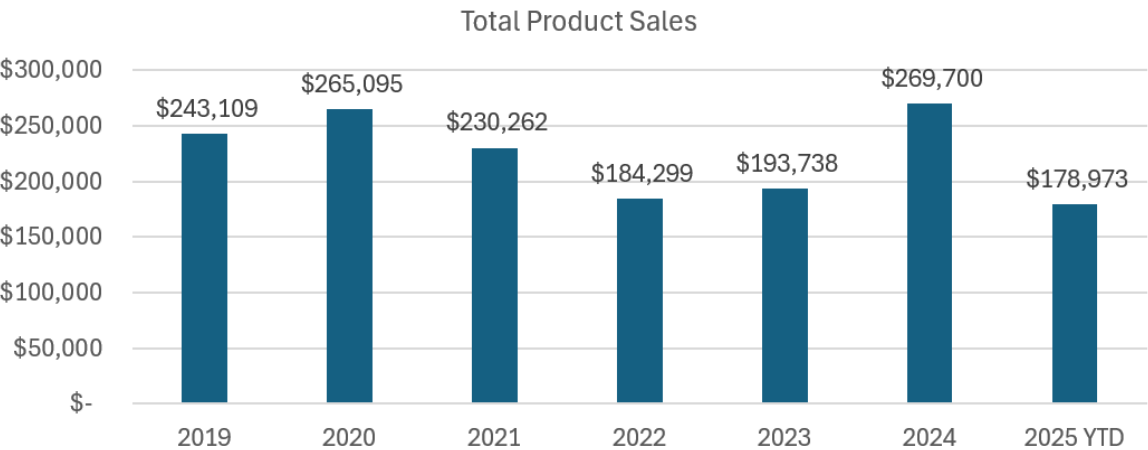
They have improved in recent months, but they are still lagging

Category	YTD Sales	YTD Budget	variance
Merchandise and Print Literature	\$ 160,026	\$ 166,667	\$ (6,640)
Electronic Literature	\$ 16,713	\$ 13,333	\$ 3,379
<i>theJournal</i>	\$ 2,235	\$ 2,533	\$ (299)

Electronic literature is on the rise, but we sell 10x that amount in our print literature and merchandise category, so even a strong e-literature performance will not offset the challenges we are having.

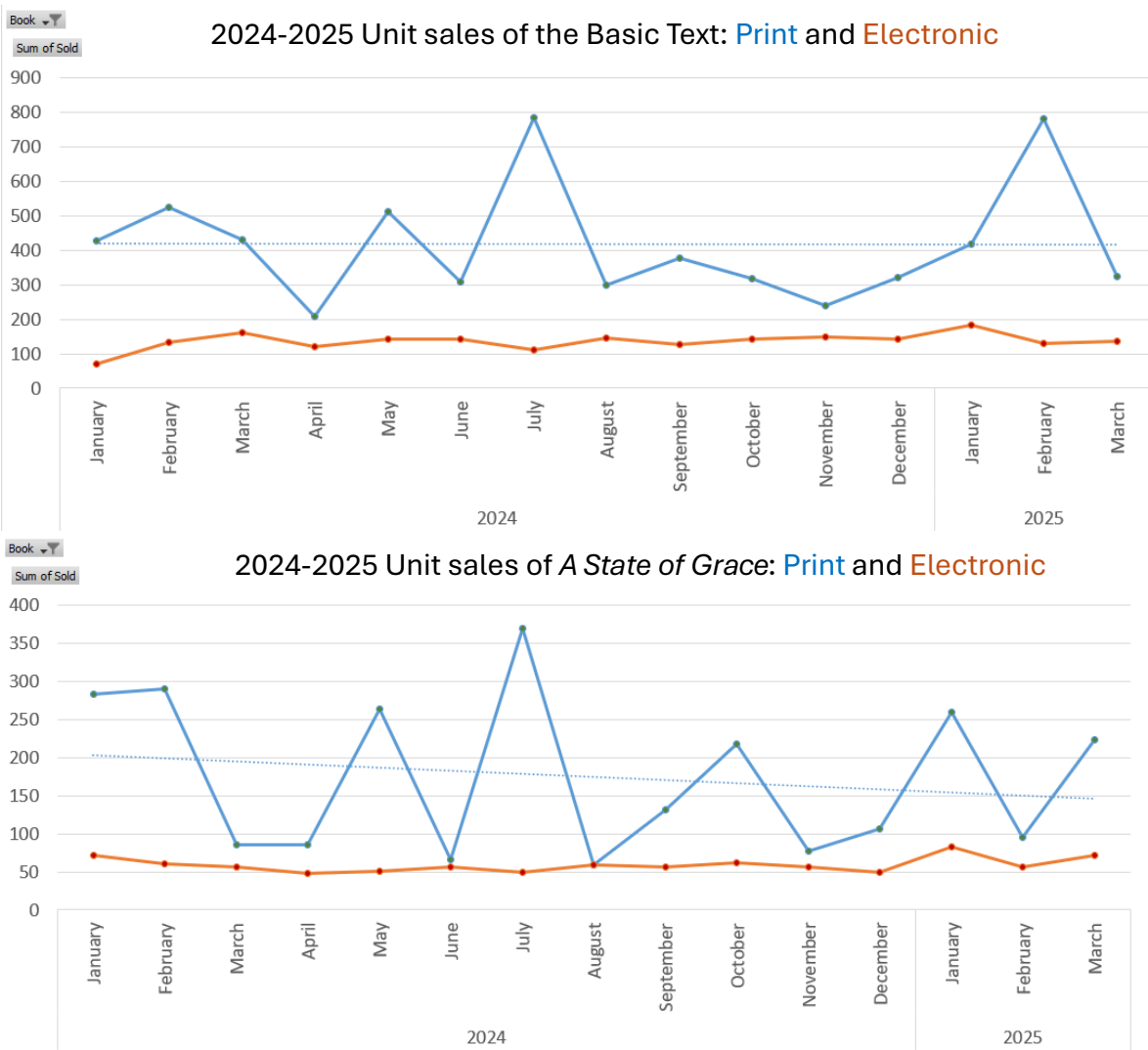
This is consistent with a comparison to last year, where the decline in merchandise and print literature is even more pronounced:

Category	YTD Sales	LY same 8 mo	variance
Merchandise and Print Literature	\$ 160,026	\$ 178,733	\$ (18,707)
Electronic Literature	\$ 16,713	\$ 12,734	\$ 3,978
<i>theJournal</i>	\$ 2,235	\$ 2,574	\$ (340)



Our biggest sellers are the Basic Text and A State of Grace

Here is how they have sold between January 2024 and March 2025



Controlling Expenses: 1.4% over budget YTD

What do we spend our money on?

Monthly Expenditures

- Employee payroll for three full-time employees
- Webmaster/IT contract
- Property lease (e.g., office space, parking lot contribution, HVAC)
- Equipment leases (e.g., copier)
- Monthly bookkeeper services
- Shipping costs not paid by customer
- Office security system
- Office internet
- Office utilities and energy
- Office water cooler
- Mileage reimbursement

Quarterly or Annual Expenses

- D&O insurance policy
- Package insurance policy
- Workers Compensation policy
- Fire and Safety Equipment inspection and maintenance
- Software licenses (MIVA, QGive, Zoom, QuickBooks)
- Legal Fees - Annual retainer
- Accountant's Fees (tax preparation, financial reviews)

Periodic Expenses

- Literature and merchandise inventory orders
- Equipment (computers, servers, furniture)
- Legal Fees - ad hoc reviews of copyrights, Bylaws, liabilities, etc.
- Literature and merchandise design

How are we doing controlling expenses?

Overall, we are about \$3K over-spent vs. our YTD budget, $\frac{2}{3}$ of that in the big 4 expenses:

	Spent YTD	Budget YTD	Var to Budget
Payroll Expenses	\$ 103,036	\$ 102,567	\$ 469
Contract Services	\$ 63,973	\$ 61,833	\$ 2,140
Facilities and Equipment	\$ 31,768	\$ 33,467	\$ (1,699)
Office Operations	\$ 4,695	\$ 3,767	\$ 929

YTD we have spent \$217K vs. budget of \$214K and LY \$201K: We slightly underestimated how much more expensive things would be this year compared to last year.

	Spent YTD	Budget YTD	LY (same 8 months)
Expenses	\$ 217,495	\$ 214,367	\$ 200,697

On average, we have about \$27K in expenses each month