

**Al-Anon Family Groups Headquarters. Inc.**  
**Fiscal Year Period: 2023 Operating Budget**

|  | <b>2023<br/>Budget</b> | <b>2022<br/>Actual</b> |
|--|------------------------|------------------------|
| <b><u>Revenues</u></b>                         |                        |                        |
| Literature Sales                               | 3,504,970              | 2,725,035              |
| Less cost of goods sold                        | (736,040)              | (625,189)              |
| Contributions                                  | 2,532,900              | 3,337,919              |
| Magazine Sales                                 | 235,000                | 247,368                |
| Subscription Income                            | 48,000                 | 48,174                 |
| Investment Income                              | 50,000                 | (89,844)               |
| Fund Transfers                                 | 225,600                | -                      |
| Other - currency adjustment                    |                        | (83,899)               |
| Total cash revenue                             | \$ 5,860,430           | \$ 5,559,564           |
| Noncash contributions                          |                        | \$ 125,939             |
| <b>Total Revenue</b>                           | <b>\$ 5,860,430</b>    | <b>\$ 5,685,503</b>    |
| <b><u>Expenses</u></b>                         |                        |                        |
| Salaries                                       | 3,297,810              | 3,224,387              |
| Benefits                                       | 514,320                | 469,362                |
| Payroll Taxes                                  | 248,400                | 259,062                |
| Occupancy                                      | 285,690                | 258,624                |
| Packing & Shipping                             | (45,000)               | (57,680)               |
| Postage  | 173,430                | 158,620                |
| Telephone                                      | 53,800                 | 53,212                 |
| Stationary & Supplies                          | 39,620                 | 40,611                 |
| Technology                                     | 322,630                | 288,648                |
| HR/Training/Consulting                         | 53,060                 | 48,859                 |
| Repairs  | 19,080                 | 14,171                 |
| Travel & Meetings                              | 168,900                | 155,993                |
| Conference Costs                               | 128,630                | 113,002                |
| Professional fees                              | 93,000                 | 85,387                 |
| Printing                                       | 132,420                | 124,003                |
| Canadian Office                                | 2,030                  | 1,897                  |
| General services meeting                       | -                      | 47,395                 |
| PSA Campaign                                   | 91,980                 | 87,810                 |
| Bank and Credit Card fees                      | 111,000                | 108,610                |
| Miscellaneous                                  | 14,630                 | 16,934                 |
| Retiree Health benefits                        | 65,000                 | 19,427                 |
| Depreciation                                   | 90,000                 | 85,712                 |
| Total cash expenses                            | \$ 5,860,430           | \$ 5,604,046           |
| Noncash expenses                               |                        | \$ 125,939             |
| <b>Total Expenses</b>                          | <b>\$ 5,860,430</b>    | <b>\$ 5,729,985</b>    |
| <b>Net increase (decrease) from Operations</b> | <b>\$ -</b>            | <b>\$ (44,482)</b>     |