

**Area 40, Inc.**  
**Budget vs. Actual by Line Item**  
**September 2022**

|                                     | Sep 22     | Budget      | Jan - Sep 22 | YTD Budget  | Annual Budget |
|-------------------------------------|------------|-------------|--------------|-------------|---------------|
| <b>Ordinary Income/Expense</b>      |            |             |              |             |               |
| <b>Income</b>                       |            |             |              |             |               |
| Individual contribution             | 0.00       | 0.00        | 210.00       | 0.00        | 0.00          |
| Group Contributions                 | 2,987.88   |             | 23,811.00    |             |               |
| Other Income (recouped from)        |            |             |              |             |               |
| Service Manuals                     | 0.00       |             | 32.00        |             |               |
| Total Other Income (recouped from)  | 0.00       |             | 32.00        |             |               |
| <b>Total Income</b>                 | 2,987.88   | 0.00        | 24,053.00    | 0.00        | 0.00          |
| <b>Gross Profit</b>                 | 2,987.88   | 0.00        | 24,053.00    | 0.00        | 0.00          |
| <b>Expense</b>                      |            |             |              |             |               |
| Computer software                   | 0.00       | 26.60       | 155.88       | 245.20      | 325.00        |
| <b>Travel Expenses</b>              |            |             |              |             |               |
| Gas                                 | 536.26     | 1,067.00    | 1,599.55     | 2,999.00    | 3,425.00      |
| Mileage                             | 103.85     | 336.50      | 386.55       | 953.50      | 1,063.00      |
| Meals                               | 792.01     | 806.25      | 2,532.28     | 2,331.25    | 2,500.00      |
| Lodging                             | 2,368.42   | 2,645.00    | 7,065.33     | 7,310.00    | 7,820.00      |
| Air/Train/Taxi fare                 | 0.00       | 285.00      | 1,902.06     | 2,080.00    | 2,325.00      |
| Area 40 contribution to GSC         | 0.00       | 0.00        | 1,800.00     | 1,800.00    | 1,800.00      |
| <b>Total Travel Expenses</b>        | 3,800.54   | 5,139.75    | 15,285.77    | 17,473.75   | 18,933.00     |
| <b>Rent</b>                         |            |             |              |             |               |
| Archives storage                    | 10.88      | 28.00       | 5,010.53     | 4,871.00    | 4,955.00      |
| Meeting space                       | 0.00       | 4,000.00    | 4,391.54     | 8,000.00    | 8,000.00      |
| <b>Total Rent</b>                   | 10.88      | 4,028.00    | 9,402.07     | 12,871.00   | 12,955.00     |
| <b>Literature Expenses</b>          |            |             |              |             |               |
| Lit purchases (not svc manuals)     | 0.00       | 17.00       | 0.00         | 149.00      | 200.00        |
| Service manuals (for resale)        | 0.00       |             | 149.63       |             |               |
| <b>Total Literature Expenses</b>    | 0.00       | 17.00       | 149.63       | 149.00      | 200.00        |
| <b>Photocopies / printing</b>       |            |             |              |             |               |
| Background information              | 0.00       |             | 90.00        |             |               |
| Photocopies / printing - Other      | 99.90      | 332.00      | 311.90       | 2,288.00    | 2,984.00      |
| <b>Total Photocopies / printing</b> | 99.90      | 332.00      | 401.90       | 2,288.00    | 2,984.00      |
| Dues, registration, fees            | 0.00       | 75.00       | 465.70       | 95.00       | 95.00         |
| Postage                             | 51.50      | 75.66       | 289.50       | 681.02      | 908.00        |
| Supplies                            | 164.49     | 46.50       | 1,425.86     | 410.50      | 550.00        |
| <b>Telephone</b>                    |            |             |              |             |               |
| Directory Listings                  | 0.00       | 200.00      | 1,353.37     | 1,800.00    | 2,400.00      |
| Phone, Conf Calls, virtual mtgs     | 0.00       | 100.00      | 0.00         | 200.00      | 200.00        |
| 800 Number                          | 106.95     | 250.00      | 2,130.91     | 2,250.00    | 3,000.00      |
| <b>Total Telephone</b>              | 106.95     | 550.00      | 3,484.28     | 4,250.00    | 5,600.00      |
| Miscellaneous expense               | 0.00       | 0.00        | 37.38        | 0.00        | 0.00          |
| <b>Total Expense</b>                | 4,234.26   | 10,290.51   | 31,097.97    | 38,463.47   | 42,550.00     |
| <b>Net Ordinary Income</b>          | (1,246.38) | (10,290.51) | (7,044.97)   | (38,463.47) | (42,550.00)   |
| <b>Net Income</b>                   | (1,246.38) | (10,290.51) | (7,044.97)   | (38,463.47) | (42,550.00)   |