

# NORTHERN DELAWARE INTERGROUP ALCOHOLICS ANONYMOUS

## *Financial Summary and Reports*

To: Membership & Steering Committee  
From: Gene M. - Treasurer  
Subject: Monthly Financial Summary and Reports  
Prepared: March 26, 2017

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### Internal Controls

- Bank and Petty Cash reconciliations up to date.
- All taxes, payables and liabilities up to date.

### Key Financial Measurements

#### **Contributions -- Thank you for your generosity!**

|              |           |                  |           |   |
|--------------|-----------|------------------|-----------|---|
| Individual   | \$        | 636.00           |           | 245.6% above previous year  |
| Group        | \$        | 14,349.34        |           | 30.2% above previous year   |
| <b>Total</b> | <b>\$</b> | <b>14,985.34</b> | <b>\$</b> | <b>3,778.84 above previous year</b><br><b>33.7% above previous year</b> |

#### **Net Income**

|                          |           |                 |           |   |
|--------------------------|-----------|-----------------|-----------|---|
| Income                   | \$        | 23,372.39       |           | 229.9% above previous year  |
| Expense                  | \$        | 19,212.38       |           | 21.2% above previous year   |
| <b>Surplus/(Deficit)</b> | <b>\$</b> | <b>4,160.01</b> | <b>\$</b> | <b>985.67 above previous year</b><br><b>31.1% above previous year</b> |

#### **Prudent Reserve**

|                          |           |                  |  |                   |
|--------------------------|-----------|------------------|--|-------------------|
| Total Reserve            | \$        | 29,884.50        |  | 4.7 months        |
| *Prudent Reserve         | \$        | 19,212.38        |  | 3.0 months        |
| <b>Surplus/(Deficit)</b> | <b>\$</b> | <b>10,672.12</b> |  | <b>1.7 months</b> |

\*Intergroup financial guidelines suggest 3 months of expenses to be available as prudent reserve. Prudent reserve calculation is based on year to date actual expenses excluding literature and special events.

Additional detailed reports are posted on the NDIAA website to reduce printing costs and to remain transparent with all financial matters. Should you have any suggestions or comments, please email or call the NDIAA office. Thank you for your generous support!

**NORTHERN DELAWARE INTERGROUP ALCOHOLICS ANONYMOUS**

**PRUDENT RESERVE PREVIOUS YEAR COMPARISON  
(Excludes Inventory & Special Events)**

Year To Date: 3/26/2017

|                                 | 3/26/17             |           | 3/26/17          | Surplus / (Deficit) | % Change     |
|---------------------------------|---------------------|-----------|------------------|---------------------|--------------|
| <b>ASSETS</b>                   |                     |           |                  |                     |              |
| Checking                        | \$ 27,881.25        | \$        | 15,033.92        | \$ 12,847.33        | 85.5%        |
| Petty Cash                      | \$ 51.79            | \$        | 64.85            | \$ (13.06)          | -20.1%       |
| Prepaid Sales (PI-CPC Donation) | \$ (193.24)         | \$        | (218.24)         | \$ 25.00            | -11.5%       |
| Savings                         | \$ 2,465.09         | \$        | 2,464.60         | \$ 0.49             | 0.0%         |
| Accounts Receivable             | \$ (37.00)          | \$        | (100.00)         | \$ 63.00            |              |
| Undeposited Funds               | \$ 6.75             | \$        | 48.75            | \$ (42.00)          |              |
| <b>Total Assets</b>             | <b>\$ 30,174.64</b> | <b>\$</b> | <b>17,293.88</b> | <b>\$ 12,880.76</b> | <b>74.5%</b> |

|                           |                  |           |               |                  |                    |
|---------------------------|------------------|-----------|---------------|------------------|--------------------|
| <b>LIABILITIES</b>        |                  |           |               |                  |                    |
| Total Accounts Payable    | \$ (204.24)      | \$        | 146.62        | \$ (350.86)      | -1931.0%           |
| Total Payroll Liabilities | \$ 494.38        | \$        | 18.17         | \$ 476.21        | \$ (476.21)        |
| <b>Total Liabilities</b>  | <b>\$ 290.14</b> | <b>\$</b> | <b>164.79</b> | <b>\$ 125.35</b> | <b>\$ (495.52)</b> |

|                        |                     |           |                  |                     |              |
|------------------------|---------------------|-----------|------------------|---------------------|--------------|
| <b>EQUITY</b>          |                     |           |                  |                     |              |
| Total Assets           | \$ 33,997.82        | \$        | 21,517.44        | \$ 12,480.38        | 58.0%        |
| Less Total Liabilities | \$ 290.14           | \$        | 164.79           | \$ 125.35           | 76.1%        |
| <b>Total Equity</b>    | <b>\$ 33,707.68</b> | <b>\$</b> | <b>21,352.65</b> | <b>\$ 12,355.03</b> | <b>57.9%</b> |

**MONTHLY EXPENSE - Actual Expense (excludes literature & special events expenses)**

| 2017 Expense / Prudent Reserve |                      | 2016 Expense / Prudent Reserve |                      |
|--------------------------------|----------------------|--------------------------------|----------------------|
| \$ 19,212.38                   | total year to date   | \$ 15,849.89                   | total year to date   |
| \$ 6,404.13                    | 3 month average      | \$ 5,283.30                    | 3 month average      |
| \$ 19,212.38                   | average 3 months YTD | \$ 15,849.89                   | average 3 months YTD |

**RESERVE - ACTUAL**

|                            | 2017                |           | 2016            | Surplus / (Deficit) | % Change      |
|----------------------------|---------------------|-----------|-----------------|---------------------|---------------|
| Total Reserve              | \$ 29,884.50        | \$        | 17,129.09       | \$ 12,755.41        | 74.5%         |
| Prudent Reserve            | \$ 19,212.38        | \$        | 15,849.89       | \$ 3,362.49         | 21.2%         |
| <b>Surplus / (Deficit)</b> | <b>\$ 10,672.12</b> | <b>\$</b> | <b>1,279.20</b> | <b>\$ 9,392.92</b>  | <b>734.3%</b> |

**RESERVE - EQUITY**

|                               | 2017              |                     | 2016              |                     |
|-------------------------------|-------------------|---------------------|-------------------|---------------------|
|                               | Months In Reserve | Amount              | Months In Reserve | Amount              |
| Assets                        | 4.7               | \$ 30,174.64        | 3.3               | \$ 17,293.88        |
| Less Liabilities              | 0.0               | \$ 290.14           | 0.0               | \$ 164.79           |
| <b>Total Reserve / Equity</b> | <b>4.7</b>        | <b>\$ 29,884.50</b> | <b>3.2</b>        | <b>\$ 17,129.09</b> |

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03/26/17

Accrual Basis

**Northern Delaware Intergroup**  
**Group Contributions Summary - Membership**  
**THANK YOU FOR YOUR GENEROUS SUPPORT!**

|                                    | Jan 1 - Mar 26, 17 | Jan 1 - Mar 26, 16 |
|------------------------------------|--------------------|--------------------|
| AA Basics Group                    | 90.00              | 159.45             |
| Agnostic Delaware                  | 0.00               | 320.00             |
| Anonymous Group                    | 0.00               | 120.80             |
| Arden Group                        | 0.00               | 60.00              |
| Augustine Beginners Group          | 20.00              | 0.00               |
| Basic Big Book                     | 36.00              | 60.00              |
| Beginners Freedom Group            | 0.00               | 336.00             |
| Canby Park Group                   | 25.00              | 0.00               |
| Carry The Message Group            | 0.00               | 80.00              |
| Cedars Tuesday Night Group         | 100.00             | 0.00               |
| Chadds Ford Big Book               | 75.00              | 0.00               |
| Christ Church Group                | 73.20              | 120.00             |
| Conscious Contact                  | 744.00             | 570.00             |
| Courage to Change Group            | 640.89             | 0.00               |
| Dawn Patrol Patrol Group           | 890.10             | 868.31             |
| Delaware City Group                | 222.00             | 0.00               |
| Displaced Park Place               | 0.00               | 358.04             |
| Double Winner                      | 5.00               | 0.00               |
| Early Risers Group                 | 1,182.90           | 729.00             |
| ESH Group -Wilm.                   | 150.00             | 0.00               |
| Eye Opener Group                   | 880.78             | 882.40             |
| Fairfax Speaker Meeting            | 295.00             | 0.00               |
| First Stop Friday Group            | 960.00             | 0.00               |
| First Stop Wednesday Group         | 65.00              | 0.00               |
| Five Alive Group                   | 0.00               | 500.00             |
| Fresh Air Group                    | 90.00              | 50.00              |
| Friendship House Group             | 0.00               | 20.00              |
| God Step                           | 0.00               | 40.00              |
| GOYA Group                         | 0.00               | 200.00             |
| Greenhill Beginners Group          | 220.00             | 183.00             |
| Greenhill Open Step Group          | 300.00             | 0.00               |
| Greenwood Group                    | 0.00               | 100.00             |
| Growing & Learning Group           | 300.00             | 0.00               |
| Growth Group                       | 300.00             | 0.00               |
| Happy Hour Group                   | 175.00             | 0.00               |
| Hockessin Women's Group            | 0.00               | 70.00              |
| How It Works Group                 | 100.00             | 50.00              |
| Hudson Center Group                | 150.00             | 100.00             |
| humble beginnings                  | 0.00               | 30.00              |
| IGM Basket                         | 0.00               | 20.50              |
| Just for Today Group               | 564.00             | 156.50             |
| Keep It Simple Group, Wilmington   | 15.00              | 0.00               |
| Kingswood Mens Group               | 400.00             | 0.00               |
| Ladies Of Literature               | 0.00               | 90.00              |
| Landenberg Group                   | 50.00              | 60.00              |
| Late for Dinner Group              | 220.00             | 200.00             |
| Living in the Solution Group       | 13.75              | 23.00              |
| Member                             | 0.00               | 2.80               |
| Men of New Garden Group            | 0.00               | 324.45             |
| Naamans Step Group                 | 420.00             | 0.00               |
| New Day Group                      | 589.00             | 245.59             |
| New Life Group                     | 100.00             | 100.00             |
| Newark Group                       | 0.00               | 108.00             |
| Newport Breakdown                  | 466.00             | 431.01             |
| No Excuses Group                   | 300.00             | 0.00               |
| North St. George's Group           | 85.00              | 0.00               |
| Promises Women                     | 114.40             | 0.00               |
| Promises Womens                    | 0.00               | 82.00              |
| Raphael Group                      | 15.00              | 25.00              |
| Red Lion-Sat Morning Group         | 0.00               | 644.18             |
| Red Lion Search for Serenity Group | 0.00               | 480.00             |
| S.O.S Group                        | 0.00               | 250.00             |
| Saturday Solutions                 | 65.00              | 0.00               |
| Second Chance Group                | 517.20             | 0.00               |
| Serenity at Sunrise                | 85.88              | 38.00              |
| Sisters in Serenity Group          | 125.00             | 109.00             |
| Solutions Group                    | 60.00              | 0.00               |

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Accrual Basis

**Northern Delaware Intergroup**  
**Group Contributions Summary - Membership**  
**THANK YOU FOR YOUR GENEROUS SUPPORT!**

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|                              | <u>Jan 1 - Mar 26, 17</u> | <u>Jan 1 - Mar 26, 16</u> |
|------------------------------|---------------------------|---------------------------|
| Spirit Of Truth              | 410.64                    | 0.00                      |
| Stepping Stones Group        | 75.00                     | 125.00                    |
| Sunday Literature Meeting    | 0.00                      | 22.00                     |
| Trolley Square BB            | 200.00                    | 200.00                    |
| Tuesday Big Book Group       | 165.00                    | 0.00                      |
| Twelve and Twelve Group      | 0.00                      | 120.00                    |
| Twelve Keys To Freedom Group | 181.50                    | 95.06                     |
| Upper Room Group             | 87.00                     | 43.20                     |
| US Group                     | 0.00                      | 34.40                     |
| Veterans                     | 0.00                      | 50.00                     |
| Wilmington Group             | 100.00                    | 100.00                    |
| Women's Friday Morning Group | 135.10                    | 135.69                    |
| Yorklyn Diner Group          | 700.00                    | 700.00                    |
| <b>TOTAL</b>                 | <b><u>14,349.34</u></b>   | <b><u>11,022.38</u></b>   |

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Accrual Basis

**Northern Delaware Intergroup**  
**Statement of Activities YTD - Previous Year Comparison**  
**January 1 through March 26, 2017**

|                                    | Jan 1 - Mar 26, 17 | Jan 1 - Mar 26, 16 | \$ Change       | % Change      |
|------------------------------------|--------------------|--------------------|-----------------|---------------|
| <b>Income</b>                      |                    |                    |                 |               |
| <b>Office Income</b>               |                    |                    |                 |               |
| Newsletter                         | 10.00              | 10.00              | 0.00            | 0.0%          |
| IG Office Rental Income            | 75.00              | 25.00              | 50.00           | 200.0%        |
| Meeting List                       | 815.00             | 1,065.00           | -250.00         | -23.5%        |
| <b>Total Office Income</b>         | <b>900.00</b>      | <b>1,100.00</b>    | <b>-200.00</b>  | <b>-18.2%</b> |
| <b>Contributions</b>               |                    |                    |                 |               |
| Individual Donations               | 636.00             | 184.12             | 451.88          | 245.4%        |
| Group Contributions                | 14,349.34          | 11,022.38          | 3,326.96        | 30.2%         |
| <b>Total Contributions</b>         | <b>14,985.34</b>   | <b>11,206.50</b>   | <b>3,778.84</b> | <b>33.7%</b>  |
| <b>Interest Income</b>             |                    |                    |                 |               |
| Interest Savings                   | 0.08               | 0.08               | 0.00            | 0.0%          |
| <b>Total Interest Income</b>       | <b>0.08</b>        | <b>0.08</b>        | <b>0.00</b>     | <b>0.0%</b>   |
| <b>Literature Sales</b>            | <b>3,170.97</b>    | <b>3,187.95</b>    | <b>-16.98</b>   | <b>-0.5%</b>  |
| <b>Special Event Income</b>        |                    |                    |                 |               |
| Spring Breakfast 50/50             | 624.00             | 383.70             | 240.30          | 62.6%         |
| Spring Breakfast Tickets           | 3,692.00           | 3,146.00           | 546.00          | 17.4%         |
| <b>Total Special Event Income</b>  | <b>4,316.00</b>    | <b>3,529.70</b>    | <b>786.30</b>   | <b>22.3%</b>  |
| <b>Total Income</b>                | <b>23,372.39</b>   | <b>19,024.23</b>   | <b>4,348.16</b> | <b>22.9%</b>  |
| <b>Gross Profit</b>                | <b>23,372.39</b>   | <b>19,024.23</b>   | <b>4,348.16</b> | <b>22.9%</b>  |
| <b>Expense</b>                     |                    |                    |                 |               |
| <b>Literature</b>                  |                    |                    |                 |               |
| Literature                         | 3,019.02           | 3,010.93           | 8.09            | 0.3%          |
| Inventory Adjustments              | 0.00               | -22.02             | 22.02           | 100.0%        |
| Literature - Other                 | 0.00               | 32.00              | -32.00          | -100.0%       |
| <b>Total Literature</b>            | <b>3,019.02</b>    | <b>3,020.91</b>    | <b>-1.89</b>    | <b>-0.1%</b>  |
| <b>Office Expense</b>              |                    |                    |                 |               |
| IG Monthly Meeting Rent            | 75.00              | 75.00              | 0.00            | 0.0%          |
| State Franchise Tax                | 25.00              | 0.00               | 25.00           | 100.0%        |
| Copier                             | 970.31             | 633.22             | 337.09          | 53.2%         |
| Insurance                          | 121.66             | 104.75             | 16.91           | 16.1%         |
| Software & Equipment               | 0.00               | 125.97             | -125.97         | -100.0%       |
| Supplies                           | 371.08             | 178.42             | 192.66          | 108.0%        |
| Postage                            | 20.89              | 9.80               | 11.09           | 113.2%        |
| Rent                               | 3,200.00           | 3,194.58           | 5.42            | 0.2%          |
| Telephone & Internet               | 365.11             | 453.86             | -88.75          | -19.6%        |
| Utilities                          | 256.78             | 163.54             | 93.24           | 57.0%         |
| <b>Total Office Expense</b>        | <b>5,405.83</b>    | <b>4,939.14</b>    | <b>466.69</b>   | <b>9.5%</b>   |
| <b>Payroll Expenses</b>            |                    |                    |                 |               |
| Quickbooks Payroll Fees            | 6.00               | 6.00               | 0.00            | 0.0%          |
| Gross Wages                        | 6,766.00           | 5,020.10           | 1,745.90        | 34.8%         |
| Payroll Taxes                      | 517.60             | 384.04             | 133.56          | 34.8%         |
| <b>Total Payroll Expenses</b>      | <b>7,289.60</b>    | <b>5,410.14</b>    | <b>1,879.46</b> | <b>34.7%</b>  |
| <b>Special Event Expense</b>       |                    |                    |                 |               |
| Spring Breakfast                   | 2,851.93           | 2,327.50           | 524.43          | 22.5%         |
| Blue Rocks Game                    | 450.00             | 0.00               | 450.00          | 100.0%        |
| Fall Picnic                        | 175.00             | 150.00             | 25.00           | 16.7%         |
| Special Event Expense - Other      | 21.00              | 0.00               | 21.00           | 100.0%        |
| <b>Total Special Event Expense</b> | <b>3,497.93</b>    | <b>2,477.50</b>    | <b>1,020.43</b> | <b>41.2%</b>  |

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Accrual Basis

**Northern Delaware Intergroup**  
**Statement of Activities YTD - Previous Year Comparison**  
**January 1 through March 26, 2017**

|  | <u>Jan 1 - Mar 26, 17</u> | <u>Jan 1 - Mar 26, 16</u> | <u>\$ Change</u> | <u>% Change</u> |
|--|---------------------------|---------------------------|------------------|-----------------|
| <b>Tax Penalties &amp; Assessments</b>       |                           |                           |                  |                 |
| <b>Federal</b>                               | 0.00                      | 2.20                      | -2.20            | -100.0%         |
| <b>Total Tax Penalties &amp; Assessments</b> | 0.00                      | 2.20                      | -2.20            | -100.0%         |
| <b>Total Expense</b>                         | 19,212.38                 | 15,849.89                 | 3,362.49         | 21.2%           |
| <b>Net Income</b>                            | <u>4,160.01</u>           | <u>3,174.34</u>           | <u>985.67</u>    | <u>31.1%</u>    |

**Northern Delaware Intergroup  
Statement of Activities YTD - Budget Comparison  
January 1 through March 26, 2017**

|                                    | Jan 1 - Mar 26, 17 | Budget           | \$ Over Budget  | % of Budget   |
|------------------------------------|--------------------|------------------|-----------------|---------------|
| <b>Income</b>                      |                    |                  |                 |               |
| <b>Office Income</b>               |                    |                  |                 |               |
| Newsletter                         | 10.00              | 16.77            | -6.77           | 59.6%         |
| IG Office Rental Income            | 75.00              | 70.97            | 4.03            | 105.7%        |
| Meeting List                       | 815.00             | 1,001.77         | -186.77         | 81.4%         |
| <b>Total Office Income</b>         | <b>900.00</b>      | <b>1,089.51</b>  | <b>-189.51</b>  | <b>82.6%</b>  |
| <b>Contributions</b>               |                    |                  |                 |               |
| Individual Donations               | 636.00             | 173.64           | 462.36          | 366.3%        |
| Group Contributions                | 14,349.34          | 11,911.21        | 2,438.13        | 120.5%        |
| <b>Total Contributions</b>         | <b>14,985.34</b>   | <b>12,084.85</b> | <b>2,900.49</b> | <b>124.0%</b> |
| <b>Interest Income</b>             |                    |                  |                 |               |
| Interest Savings                   | 0.08               | 0.08             | 0.00            | 100.0%        |
| <b>Total Interest Income</b>       | <b>0.08</b>        | <b>0.08</b>      | <b>0.00</b>     | <b>100.0%</b> |
| <b>Literature Sales</b>            |                    |                  |                 |               |
|                                    | 3,170.97           | 3,347.67         | -176.70         | 94.7%         |
| <b>Special Event Income</b>        |                    |                  |                 |               |
| Spring Breakfast 50/50             | 624.00             | 321.81           | 302.19          | 193.9%        |
| Spring Breakfast Tickets           | 3,692.00           | 3,078.90         | 613.10          | 119.9%        |
| <b>Total Special Event Income</b>  | <b>4,316.00</b>    | <b>3,400.71</b>  | <b>915.29</b>   | <b>126.9%</b> |
| <b>Total Income</b>                | <b>23,372.39</b>   | <b>19,922.82</b> | <b>3,449.57</b> | <b>117.3%</b> |
| <b>Gross Profit</b>                | <b>23,372.39</b>   | <b>19,922.82</b> | <b>3,449.57</b> | <b>117.3%</b> |
| <b>Expense</b>                     |                    |                  |                 |               |
| <b>Literature</b>                  |                    |                  |                 |               |
| Literature                         | 3,019.02           | 3,166.40         | -147.38         | 95.3%         |
| Inventory Adjustments              | 0.00               | -22.02           | 22.02           | 0.0%          |
| Literature - Other                 | 0.00               | 26.84            | -26.84          | 0.0%          |
| <b>Total Literature</b>            | <b>3,019.02</b>    | <b>3,171.22</b>  | <b>-152.20</b>  | <b>95.2%</b>  |
| <b>Office Expense</b>              |                    |                  |                 |               |
| IG Monthly Meeting Rent            | 75.00              | 70.97            | 4.03            | 105.7%        |
| State Franchise Tax                | 25.00              | 25.00            | 0.00            | 100.0%        |
| Copier                             | 970.31             | 898.76           | 71.55           | 108.0%        |
| <b>Insurance</b>                   |                    |                  |                 |               |
| Liability & Property               | 0.00               | 97.23            | -97.23          | 0.0%          |
| Workers Compensation               | 0.00               | 72.39            | -72.39          | 0.0%          |
| Insurance - Other                  | 121.66             | 0.00             | 121.66          | 100.0%        |
| <b>Total Insurance</b>             | <b>121.66</b>      | <b>169.62</b>    | <b>-47.96</b>   | <b>71.7%</b>  |
| <b>Software &amp; Equipment</b>    |                    |                  |                 |               |
|                                    | 0.00               | 214.02           | -214.02         | 0.0%          |
| <b>Supplies</b>                    |                    |                  |                 |               |
|                                    | 371.08             | 210.17           | 160.91          | 176.6%        |
| <b>Postage</b>                     |                    |                  |                 |               |
|                                    | 20.89              | 16.44            | 4.45            | 127.1%        |
| <b>Rent</b>                        |                    |                  |                 |               |
|                                    | 3,200.00           | 3,025.23         | 174.77          | 105.8%        |
| <b>Telephone &amp; Internet</b>    |                    |                  |                 |               |
|                                    | 365.11             | 429.45           | -64.34          | 85.0%         |
| <b>Utilities</b>                   |                    |                  |                 |               |
|                                    | 256.78             | 243.54           | 13.24           | 105.4%        |
| <b>Total Office Expense</b>        | <b>5,405.83</b>    | <b>5,303.20</b>  | <b>102.63</b>   | <b>101.9%</b> |
| <b>Payroll Expenses</b>            |                    |                  |                 |               |
| Quickbooks Payroll Fees            | 6.00               | 5.68             | 0.32            | 105.6%        |
| Gross Wages                        | 6,766.00           | 4,862.99         | 1,903.01        | 139.1%        |
| Payroll Taxes                      | 517.60             | 372.02           | 145.58          | 139.1%        |
| <b>Total Payroll Expenses</b>      | <b>7,289.60</b>    | <b>5,240.69</b>  | <b>2,048.91</b> | <b>139.1%</b> |
| <b>Special Event Expense</b>       |                    |                  |                 |               |
| Spring Breakfast                   | 2,851.93           | 2,327.50         | 524.43          | 122.5%        |
| Blue Rocks Game                    | 450.00             | 0.00             | 450.00          | 100.0%        |
| Fall Picnic                        | 175.00             | 150.00           | 25.00           | 116.7%        |
| Special Event Expense - Other      | 21.00              | 0.00             | 21.00           | 100.0%        |
| <b>Total Special Event Expense</b> | <b>3,497.93</b>    | <b>2,477.50</b>  | <b>1,020.43</b> | <b>141.2%</b> |
| <b>Total Expense</b>               | <b>19,212.38</b>   | <b>16,192.61</b> | <b>3,019.77</b> | <b>118.6%</b> |
| <b>Net Income</b>                  | <b>4,160.01</b>    | <b>3,730.21</b>  | <b>429.80</b>   | <b>111.5%</b> |

**Northern Delaware Intergroup**  
**Balance Sheet - Previous Year Comparison**  
**As of March 26, 2017**

|  | Mar 26, 17       | Mar 26, 16       | \$ Change        | % Change        |
|--|------------------|------------------|------------------|-----------------|
| <b>ASSETS</b>                          |                  |                  |                  |                 |
| <b>Current Assets</b>                  |                  |                  |                  |                 |
| Checking/Savings                       |                  |                  |                  |                 |
| Checking                               | 27,881.25        | 15,033.92        | 12,847.33        | 85.5%           |
| Petty Cash Fund                        | 51.79            | 64.85            | -13.06           | -20.1%          |
| Prepaid Sales                          | -193.24          | -218.24          | 25.00            | 11.5%           |
| Savings                                | 2,465.09         | 2,464.60         | 0.49             | 0.0%            |
| <b>Total Checking/Savings</b>          | <b>30,204.89</b> | <b>17,345.13</b> | <b>12,859.76</b> | <b>74.1%</b>    |
| Accounts Receivable                    |                  |                  |                  |                 |
| Accounts Receivable                    | -37.00           | -100.00          | 63.00            | 63.0%           |
| <b>Total Accounts Receivable</b>       | <b>-37.00</b>    | <b>-100.00</b>   | <b>63.00</b>     | <b>63.0%</b>    |
| Other Current Assets                   |                  |                  |                  |                 |
| Inventory Asset                        | 4,366.18         | 4,223.56         | 142.62           | 3.4%            |
| Undeposited Funds                      | 6.75             | 48.75            | -42.00           | -86.2%          |
| Advance - Advances                     | -543.00          | 0.00             | -543.00          | -100.0%         |
| <b>Total Other Current Assets</b>      | <b>3,829.93</b>  | <b>4,272.31</b>  | <b>-442.38</b>   | <b>-10.4%</b>   |
| <b>Total Current Assets</b>            | <b>33,997.82</b> | <b>21,517.44</b> | <b>12,480.38</b> | <b>58.0%</b>    |
| <b>TOTAL ASSETS</b>                    | <b>33,997.82</b> | <b>21,517.44</b> | <b>12,480.38</b> | <b>58.0%</b>    |
| <b>LIABILITIES &amp; EQUITY</b>        |                  |                  |                  |                 |
| <b>Liabilities</b>                     |                  |                  |                  |                 |
| <b>Current Liabilities</b>             |                  |                  |                  |                 |
| Accounts Payable                       |                  |                  |                  |                 |
| Accounts Payable                       | -204.24          | 146.62           | -350.86          | -239.3%         |
| <b>Total Accounts Payable</b>          | <b>-204.24</b>   | <b>146.62</b>    | <b>-350.86</b>   | <b>-239.3%</b>  |
| Other Current Liabilities              |                  |                  |                  |                 |
| Payroll Liabilities                    |                  |                  |                  |                 |
| City of Wilmington                     | 84.60            | 62.76            | 21.84            | 34.8%           |
| Delaware Withholding                   | 244.70           | 182.03           | 62.67            | 34.4%           |
| Federal                                | 284.00           | 97.00            | 187.00           | 192.8%          |
| Medicare                               | 67.06            | 28.24            | 38.82            | 137.5%          |
| Social Security                        | -185.98          | -351.86          | 165.88           | 47.1%           |
| <b>Total Payroll Liabilities</b>       | <b>494.38</b>    | <b>18.17</b>     | <b>476.21</b>    | <b>2,620.9%</b> |
| <b>Total Other Current Liabilities</b> | <b>494.38</b>    | <b>18.17</b>     | <b>476.21</b>    | <b>2,620.9%</b> |
| <b>Total Current Liabilities</b>       | <b>290.14</b>    | <b>164.79</b>    | <b>125.35</b>    | <b>76.1%</b>    |
| <b>Total Liabilities</b>               | <b>290.14</b>    | <b>164.79</b>    | <b>125.35</b>    | <b>76.1%</b>    |
| <b>Equity</b>                          |                  |                  |                  |                 |
| 3900 - Retained Earnings               | 29,547.67        | 18,178.31        | 11,369.36        | 62.5%           |
| Net Income                             | 4,160.01         | 3,174.34         | 985.67           | 31.1%           |
| <b>Total Equity</b>                    | <b>33,707.68</b> | <b>21,352.65</b> | <b>12,355.03</b> | <b>57.9%</b>    |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <b>33,997.82</b> | <b>21,517.44</b> | <b>12,480.38</b> | <b>58.0%</b>    |