

Treasurer's Report

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

2023 Annual Business Conference/Meeting

August 1, 2023

General Information

Functions of Fellowship-Wide Services (F.W.S.)

- Publishes literature approved by Conference
- Prints in-house many literature items and the *Journal*
- Fulfills orders for literature, chips, etc.
- Maintains Website, publishes F.W.S. Newsletter and the *Journal*
- Answers calls/media inquiries on sex and love addiction
- Responds to requests for information from prisons, hospitals and institutions
- Arranges the Annual Business Conference/Meeting
- Involved in arranging International Recovery Convention
- Protects S.L.A.A. copyrights, trademarks and logos
- Files Federal Return of Tax-Exempt Organization (Form 990)
- Files and Pays Texas Personal Property Tax
- Collects and Remits Texas Sales Tax
- Remits payroll taxes.



General Information

1. Fellowship-Wide Services Finances – background

1. Income to Fellowship:

- A. Contributions through March 31, 2023 40% of income (last two full fiscal years, 40% and 43% respectively).
- B. Sales of literature, chips, etc. Through March 31, 2023 60% of income (last two full fiscal years 60% and 57% respectively)
- C. That is due to an increase in contributions over the previous years, including through the LifeSaver program and match.

2. But we continue to rely heavily on sales for funds.

3. We are able to maintain our operations due to our sales and the generous contributions of individuals, groups and intergroups.

4. Fiscal Year: October 1st – September 30th.



General Information

This Treasurer's Report:

1. Based on financial information for the latest full fiscal year (October 1, 2021 – September 30, 2022) and the first half of current fiscal year (October 1, 2022 – March 31, 2023).
2. Financial statements are published quarterly in the *F.W.S. Newsletter*.
3. For last four fiscal years, our financial records were reviewed by the CPA firm Williams, Steinert, Mask of San Antonio. The reviewed financial statements are available for your inspection.



General Information

Your Board Finance Committee

Non-Board Members

Ava H. - New York
Cara L. – New York
Jeff R. - Washington
Michael S. - Pennsylvania

Board Members

Juanita J. – Maryland
Jay G. (Chair) – Ohio
Sam E. (Vice Chair) New Jersey

JOIN US - Meets once a month for 1½ hour conference call. If you're interested in becoming a part of this (or any other) Board Committee, contact the Board Development Committee or any board member for details and for an application.



Balance Sheet

Balance Sheet – aka Statement of Financial Position, is a summary of the financial balances of the organization as of a specific date. It is a snapshot of the organization's financial condition.



Balance Sheet

Prudent Reserve

10400 – Vanguard Prudent Reserve	\$ 217,085
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Current Assets

Checking/Cash

Assets

March 31, 2023

10350 – Frost Bank (Operating)	33,280
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10455 – Endowment Fund	40,695
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10450 – ABM Scholarship Fund	64
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12020 – PayPal	<u>5,399</u>
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Total Checking/Cash	79,438
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Other Current Assets



12000 – Undeposited Funds – Operating Account	852
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12100 – Inventory Asset	44,655
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Balance Sheet

Total Other Current Assets	\$ <u>45,507</u>
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Total Current Assets	\$ <u>124,945</u>
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Assets

March 31, 2023

Fixed Assets	15000 – Building and Equipment	\$ 58,905
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	17100 – less Accumulated Depreciation	<u>(58,905)</u>
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Total Fixed Assets	0
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Other Assets

18700 Security Deposits	<u>\$2,680</u>
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TOTAL ASSETS	\$ <u><u>344,710</u></u>
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Balance Sheet

Liabilities

Current Liabilities

20500 – Sales Tax Payable \$ 260

Total Current Liabilities \$ 260

Liabilities and Equity

Total Liabilities \$ 260

March 31, 2023

Equity

32000 – Unrestricted Net Assets \$ 340,594

Net Income 3,856

Total Equity \$ 344,450

Total Liabilities and Equity \$ 344,710



Balance Sheet

Assets – Cash and Investment Funds

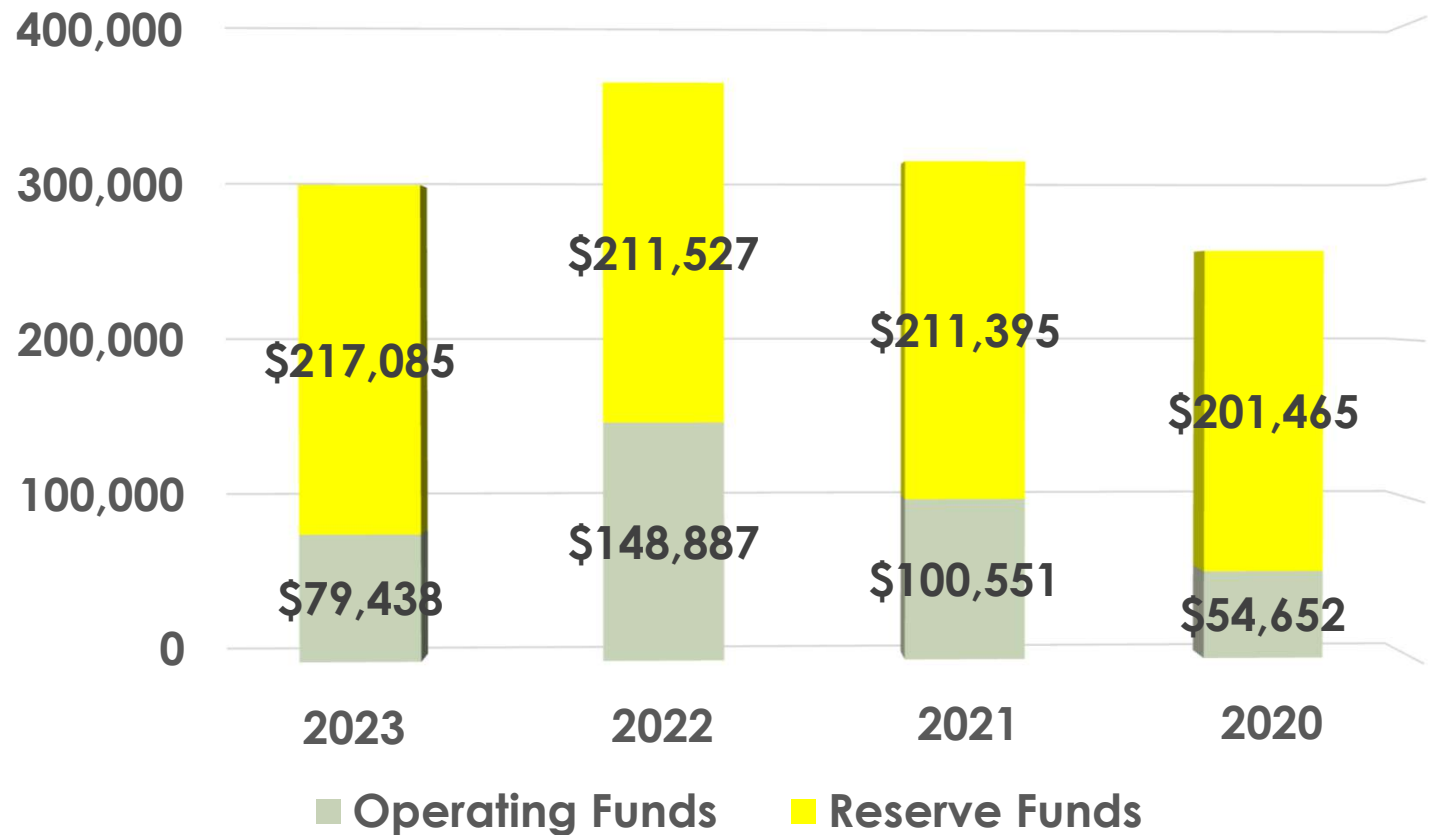
1. General Operating Funds
2. Endowment Fund
3. ABM Scholarship Fund
4. Prudent Reserve Fund



Balance Sheet

Cash on Hand
As of March 31, 2023

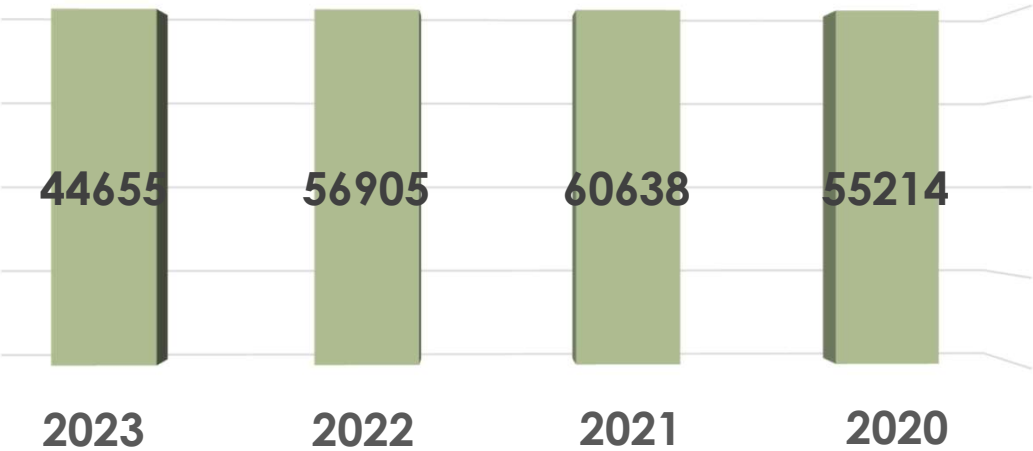
Comparing with
2022, 2021 and 2020



Balance Sheet

**Inventory on Hand
March 31, 2023**

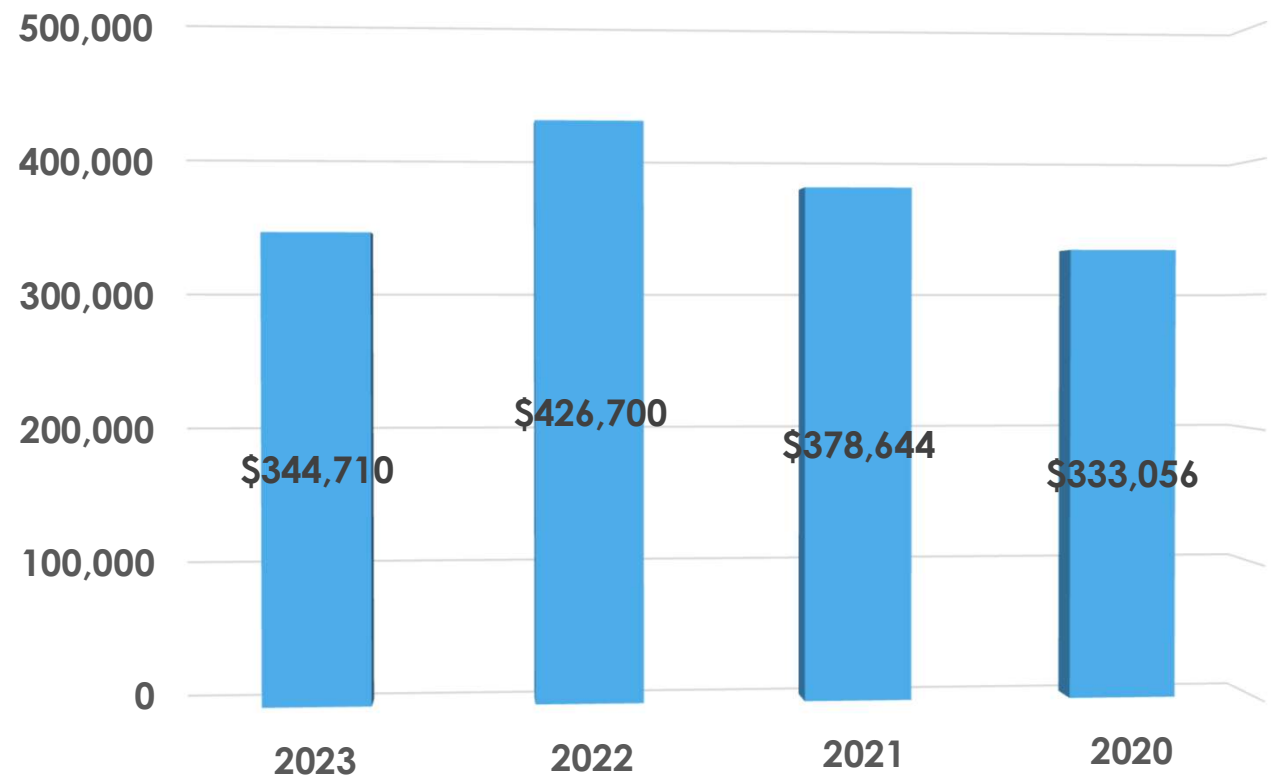
**Comparing with 2022,
2021 and 2020**



Balance Sheet

TOTAL ASSETS
March 31, 2023

Comparing with
2022, 2021 and 2020



Income Statements

This portion of the financial statements lists the income received by F.W.S. and all the expenses of the corporation. Technically, for a non-profit organization, this report is a statement of surplus or deficits. A surplus occurs when the income exceeds the expenses. A deficit occurs when the expenses exceed the income. Because most people understand the profit and loss terms we use the terms “Profit and Loss” and “Income Statement” in this report.

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



Income Statements

Investment, ABC/M And Contributions Full Fiscal Year and 1st Two Quarters

Comparing with same period of prior year



	Oct 2021 - Sep 2022	Oct 2020 - Sep 2021	Oct 2022 - Mar 2023	Oct 2021 - Mar 2022
44200 – Income on Prudent Reserve	\$ 1,356	\$ 45	\$ 4,183	\$ 20
44100 – Prudent Reserve Contributions	\$ 164	\$ 126	\$ 210	\$ 102
46000 – Endowment Income	\$ 70	\$ 45	\$ 175	\$ 20
40200 – ABC/M Registration	\$ 24,226	\$ 11,055	\$ 0	\$ 5,495
40300 – ABC/M TEF Income	785	0	0	150
40100- ABC/M Fundraiser	2,650	0	0	151
40400 – ABC/M Scholarship Contr.	<u>0</u>	<u>220</u>	<u>5</u>	<u>0</u>
Total 40000 – ABC/M Income	\$ 27,661	\$ 11,275	\$ 5	\$ 5,796
42000 – Contributions				
42100 – Groups	\$ 40,523	\$ 48,099	\$ 16,289	\$ 21,514
42200 – Individuals	84,881	110,958	42,580	43,036
42300 - Intergroups	25,831	29,812	24,816	20,539
42300 – Staff Appreciation Fund	<u>152</u>	<u>0</u>	<u>5</u>	<u>0</u>
Total 42000 – Contributions	\$ 151,387	\$ 188,869	\$ 83,690	\$ 85,089

Income Statements

Income (Continued)

		Oct 2021 - Sep 2022	Oct 2020 – Sep 2021	Oct 2022 - Mar 2023	Oct 2021 - Mar 2022
	48999 – Merchandise & Other Revenue				
	49000 – Sales Revenue	\$ 181,292	\$ 179,194	\$ 102,211	\$ 98,724
	49010 – E-Book Revenue	18,788	16,565	8,802	9,766
	49015 – E-Journal Revenue	2,424	837	1,236	1,107
	49050 – Journal	3,884	5,195	1,543	1,883
	49100 – Shipping	24,838	45,437	11,627	11,869
	49902 – Dues, Fees, Licenses, Royalties	1,680	1,688	1,460	110
	49110 – Subsidies	<u>(2,557)</u>	<u>(1,452)</u>	<u>(1,245)</u>	<u>(1,353)</u>
	Total 48999 – Merchandise /Other Revenue	\$ 230,349	\$ 247,464	\$ 125,634	\$ 122,106
	Total Income	<u>\$ 410,987</u>	<u>\$447,778</u>	<u>\$ 213,897</u>	<u>\$ 213,114</u>

Merchandise Revenue

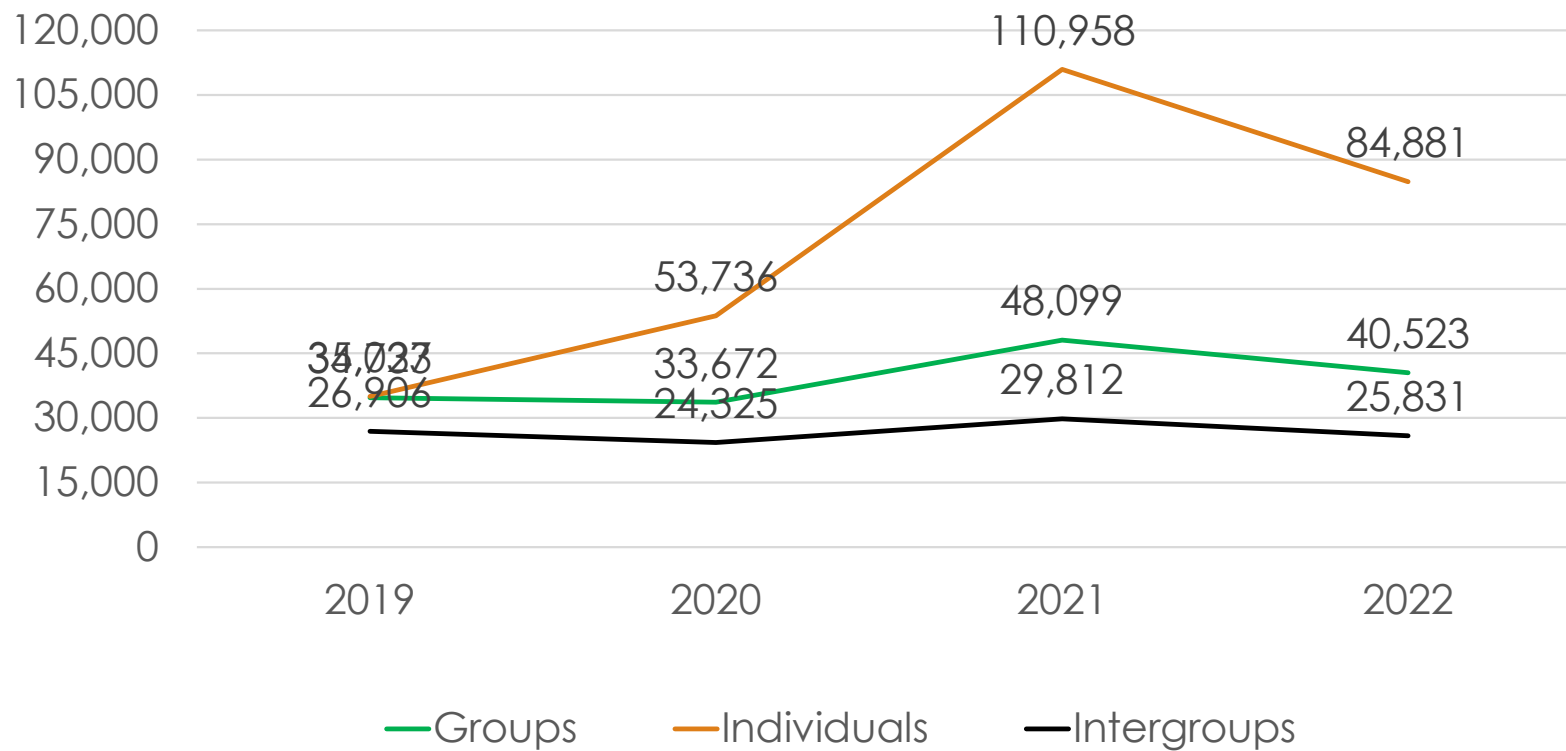
**Full Fiscal Year and 1st
Two Quarters**

**Comparing with same
period of prior year**



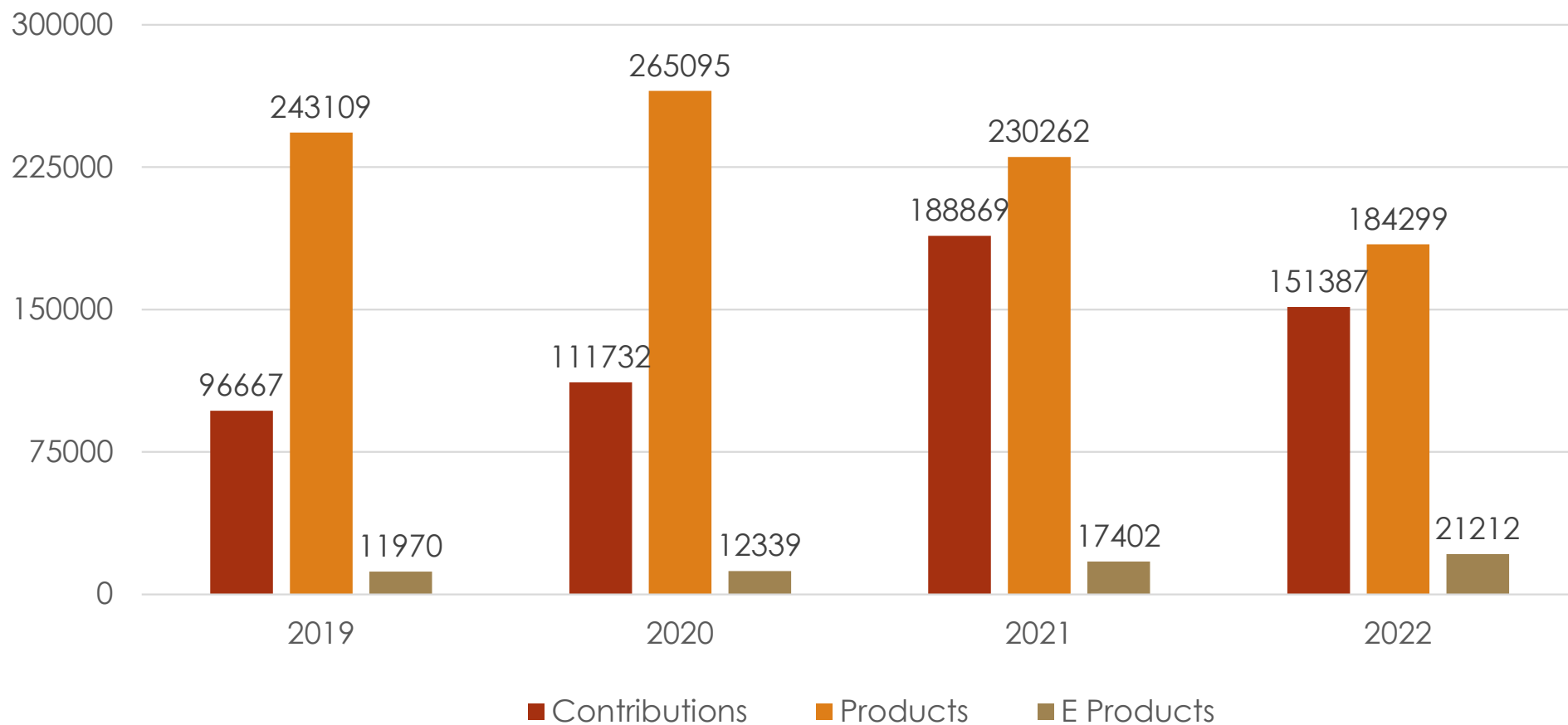
Income Analysis – Contributions

Full Fiscal Years ending September 30



Revenue Analysis – By Category

Full Fiscal Years ending September 30



Income Statements

Expenses

50000 – Cost of Goods Sold

Oct 2021 -
Sep 2022

Oct 2020 -
Sep 2021

Oct 2022-
Mar 2023

Oct 2021 -
Mar 2022

50900 – Shipping Expense

45,736

57,155

22,443

23,378

66800 – Journal Print & Mail

3,090

3,235

1,308

1,052

50000 – COG other/Literature Printing

35,303

34,806

21,781

18,686

Total 50000 - Cost of Goods Sold

\$ 84,129

\$ 95,196

\$ 45,532

\$ 43,116

60000 – BOT Travel

60100 – BOT Accommodation

\$ 0

\$5,454

\$ 0

\$ 0

60200 – BOT Per Diem

0

924

0

0

60400 – BOT Travel

0

3,688

0

0

Total 60000 – BOT Travel

\$ 0

\$ 10,066

\$ 0

\$ 0

61000 – BOT ABC/M

61100 – BOT ABC/M Rooms & Food

\$ 4,971

\$ 0

\$ 0

0

61200 – BOT ABC/M Other

0

0

1,042

0

61300 – BOT ABC/M Travel

4,339

0

597

0

Total 61000 – BOT ABC/M

\$ 9,310

\$ 0

1,639

\$ 0



Expenses

Full Fiscal Year and
1st Two Quarters

Comparing with
same period of prior
year

Income Statements

Expenses (Continued)

62000 – ABC/M Conference Expenses

62200 – ABC/M Other

62100 – ABC/M Accommodation

62210 – ABC/M FWS Paid

62300 – ABC/M TEF

62400 – Conference Committees

62000 - ABM/Conference Other

Total 62000 – ABC/M Conference Expenses

62700 – Contract Services

62710 – Editing & Formatting Services

62720 – Accounting Fees

62750 – Legal Fees

62780 – Webmaster Services

62790 – Contract Services Labor

62760– Contract Services Other/Outside

Total 62700 – Contract Services

Oct 2021 -
Sep 2022

Oct 2020 -
Sep 2021

Oct 2022 -
Mar 2023

Oct 2021 -
Mar 2022

\$ 10,883	\$ 16,655	\$ 337	\$ 0
73,381		15,186	0
3,268		0	0
		0	0
618	766	613	211
<u> </u>	<u>0</u>	<u>0</u>	<u>0</u>
\$ 88,150	\$ 17,421	\$ 16,136	\$ 211

\$ 0	\$ 341	\$ 0	\$ 0
5,000	5,000	5,250	5,000
1,210	1,190	0	450
44,400	37,760	22,200	22,200
23,500	11,150	11,600	12,700
<u>341</u>	<u>1,084</u>	<u>583</u>	<u>105</u>

\$ 74,451	\$ 56,525	\$ 39,633	\$ 40,455
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**ABC/M and
Professional
Expenses**

**Full Fiscal Year and
1st Two Quarters**

**Comparing with
same period of prior
year**



Income Statements

Expenses (Continued)

Facilities and Equipment Expense	62800 – Facilities and Equipment	Expenses (Continued)			
		Oct 2021 - Sep 2022	Oct 2020- Sep 2021	Oct 2022 - Mar 2023	Oct 2021 - Mar 2022
Full Fiscal Year and 1 st Two Quarters	62880 – Real Estate, Personal Property Tax	\$ 1,357	\$ 1,887	\$ 1,709	\$ 1,357
	62900 – Rent & Utilities	42,169	43,845	7,239	21,084
Comparing with same period of prior year	68000- Depreciation	498	500	539	0
	62910 - Telephone	2,939	2,989	1,303	1,466
	62800 – Facilities and Equipment			5,107	
	62920 – FWS Website	<u>8,173</u>	<u>9,171</u>	<u>3,632</u>	<u>2,592</u>
	Total 62800 – Facilities and Equipment	\$ 55,136	\$ 58,392	\$ 19,529	\$ 28,714



Income Statements

Expenses (Continued)

		Oct 2021 – Sep 2022	Oct 2020- Sep 2021	Oct 2022- Mar 2023	Oct 2021 - Mar 2022
	65000 – General Office Expenses				
	65010 – Bank Fees	\$ 58	\$ 68	\$ 45	\$ 20
	65050 – Insurance	4,678	4,585	666	350
	65020 – Vendor Fees – Processing	14,471	14,707	8,742	6,891
	65040 – Federal and State Tax	763	608	0	763
	65060 – Meals	49	0	90	10
	65070 – Mileage, Travel, Meetings	88	452	166	22
	65080 – Office Security	1,392	1,468	817	706
	65095 – Gifts and Honorariums	975	520	575	575
	65030 - Dues, Fees, Licenses, Other	291	1,170	138	91
	65170 – Staff Development	<u>0</u>	<u>169</u>	<u>0</u>	<u>0</u>
	Total 65000 – General Office Expenses	\$ 22,765	\$ 23,747	\$ 11,239	\$ 9,428

**General Office
Expenses**

**Full Fiscal Year and
1st Two Quarters**

**Comparing with
same period of prior
year**



Income Statements

		Expenses (Continued)			
Operations Expenses	69000 – Operations Expenses	Oct 2021-	Oct 2020 -	Oct 2022 -	Oct 2021 -
		Sep 2022	Sep 2021	Mar2023	Mar 2022
Full Fiscal Year and 1st Two Quarters	69040 – Office Supplies	\$ 2,844	\$ 2,161	\$ 2,324	\$ 1,386
	69035 – Printing & Copying	3,219	3,361	0	1,550
	69050 – Computer Supplies	2,803	5,358	3,019	1,793
	69060 – Miscellaneous Expenses	0	0	0	0
	69080 – Packaging and Supplies	355	299	195	204
	69090 – Postage, Mail Services	(8)	172	0	0
	69070 – FWS Outreach	<u>0</u>	<u>6</u>	<u>0</u>	<u>0</u>
Comparing with same period of prior year	Total 65001 – Operations Expenses	\$ 9,213	\$ 11,357	\$ 5,538	\$ 4,933



Income Statements

Expenses (Continued)³

67000 – Payroll Expense

67300 – Payroll Accounting

67400 – Payroll Tax Expense

67500 – Salary Expense

67600 – Unemployment Insurance

67700 – Worker's Compensation Insurance

67200 – Employee Benefits

Total 67000 – Payroll Expense

Total Expenses

Net Income

**Oct 2021-
Sep 2022**

**Oct 2020 -
Sep 2021**

**Oct 2022 -
Mar 2023**

**Oct 2021 -
Mar 2022**

\$ 1,669	\$ 1,407	\$ 982	\$ 996
9,268	8,821	4,840	4,547
122,734	121,279	64,236	60,239
165	48	2	2,004
191	162	377	378
<u>901</u>	<u>957</u>	<u>378</u>	<u>440</u>
\$ 134,928	\$ 132,674	\$ 70,815	\$ 68,604
<u>\$ 478,082</u>	<u>\$ 405,378</u>	<u>\$ 210,061</u>	<u>\$ 193,246</u>
\$ (67,095)	\$ 42,400	\$ 3,836	\$ 19,866

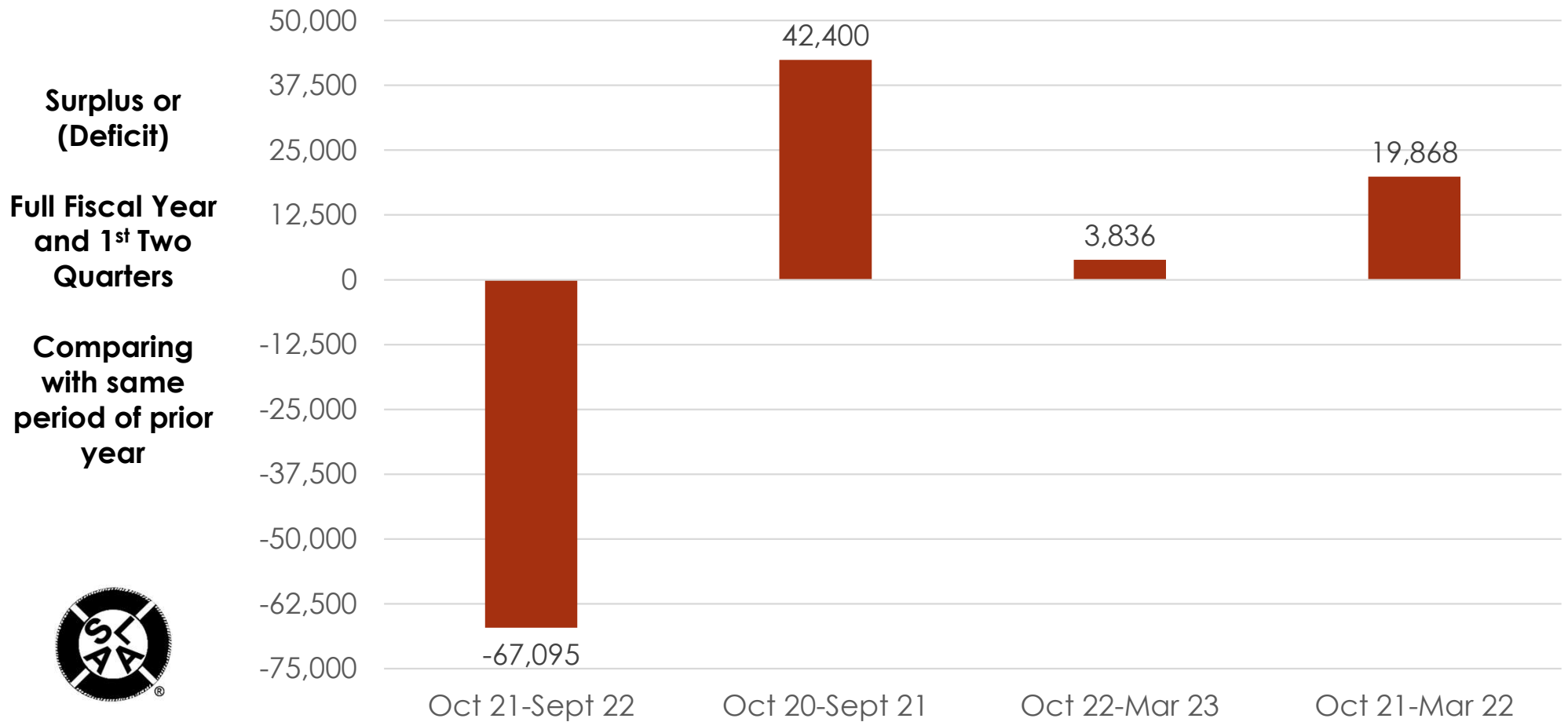
Payroll Expense

**Full Fiscal Year
and 1st Two
Quarters**

**Comparing with
same period of
prior year**



Income Statements



Budget

1. Copy of 2022-23 Budget is in your binder.
2. The Board Finance Committee has approved certain items for the budget for the fiscal year October 1, 2023, through September 30, 2024. The BFC recommends continuation of free shipping specials, the 25% discount for orders shipped to outside North America and a large subsidy of ABC/M costs.
3. Ultimately, the Board of Trustees assigns a single budget amount for Conference Committees and the Conference Finance Committee allocates that amount among the various committees after receiving their proposed individual budgets.
4. Historically, the Conference Committees haven't fully utilized the assigned budget amounts. This fiscal year through March 31 the committees have spent approximately 41% of the total that was budgeted.



Questions?

1. There is a link on the FWS website for members to contact the Treasurer.
2. There is a link on the FWS website for members to submit comments and recommendations to the Board of Trustees.
3. Available:
 - A. 2022-23 Budget
 - B. 2021-22 Fiscal Year End Profit and Loss Report
 - C. 2021-22 Reviewed Financial Statements

