

Adult Children of Alcoholics World Service Organization Inc

Profit & Loss

February 2018

	<u>Feb 18</u>	<u>Jan 18</u>	<u>YTD</u>
Distribution Centers Sales			
Sales			
Chips/Medallion Sales	1,754	1,761	3,515
Fellowship Textbook Sales	22,097	25,195	47,292
Laundry List Workbooks	4,927	5,309	10,236
Literature Sales-Other	3,549	3,131	6,680
Meditation Book Sales	6,111	8,038	14,149
Workbook Sales	11,819	14,911	26,730
Non-U.S. Literature sales	6,724	515	7,239
Total Sales	<u>56,981</u>	<u>58,860</u>	<u>115,841</u>
Intergroup Discount Sales			
IG Chips/Medallion Sales	336	1,103	1,439
IG-Fellowship Textbook Sales	2,717	3,409	6,126
IG Laundry List Workbook Sales	504	630	1,134
IG Literature Sales-Other	301	642	943
IG Meditation Book Sales	1,142	1,898	3,040
IG Workbook Sales	1,540	1,540	3,080
Total Intergroup Discount Sales	<u>6,540</u>	<u>9,222</u>	<u>15,762</u>
Shipping And Handling	9,134	9,747	18,881
Shrinkage	(139)	(45)	(184)
Total Distribution Centers Sales	<u>72,516</u>	<u>77,784</u>	<u>150,300</u>
Total Income	<u>72,516</u>	<u>77,784</u>	<u>150,300</u>
Cost of Goods Sold			
Cost-Chips/Medallions	755	990	1,745
Cost-Fellowship Textbook	8,251	9,889	18,140
Cost-Literature -Other	1,182	1,413	2,595
Cost-Laundry List Workbook	1,671	1,784	3,455
Cost-Meditation Book	1,494	2,030	3,524
Cost-Workbooks	3,642	4,399	8,041
Non-U.S. Literature Costs	2,990	2,652	5,642
Total COGS	<u>19,985</u>	<u>23,157</u>	<u>43,142</u>
Gross Profit	<u>52,531</u>	<u>54,627</u>	<u>107,158</u>
Expense			
Distribution Centers Expenses			
Accounting-Distribution Center			
Write up Services	0	2,485	2,485
Accounting-Distribution Center - Other	0	225	225
Total Accounting-Distribution Center	<u>0</u>	<u>2,710</u>	<u>2,710</u>
Dues and Subscriptions	46	46	92
Freight Out			
UPS	2,872	5,813	8,685
USPS	1,351	1,448	2,799
Freight Out - Other	1,137	2,463	3,600
Total Freight Out	<u>5,360</u>	<u>9,724</u>	<u>15,084</u>
Fulfillment, Amazon UK	498	245	743
Fulfillment, Amazon US	9,140	9,893	19,033
Fulfillment, BANG	0	80	80
Fulfillment, Ware-Pak	2,099	3,041	5,140
Merchant Fees			

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Shopify Fees	794	893	1,687
PayPal Fee	643	941	1,584
Total Merchant Fees	1,437	1,834	3,271
Office Expenses			
Employee Administration	225	1,140	1,365
Gas & Electric	139	139	278
Office Supplies	446	137	583
Postage/Printing	0	100	100
Telephone/Internet Services	176	169	345
Total Office Expenses	986	1,685	2,671
Payroll			
Staffing Services	1,549	2,018	3,567
Mileage	6	68	74
Wages	7,249	12,248	19,497
Employer Payroll Taxes	751	282	1,033
Payroll Service Fees	53	87	140
Workers Compensation	175	159	334
Total Payroll	9,783	14,862	24,645
Rents			
Ware-Pak	0	157	157
Bang Storage	0	12	12
Rent-Distribution Center	2,938	2,938	5,876
Total Rents	2,938	3,107	6,045
Sales Tax			
Sales Taxes Paid	16	0	16
Total Sales Tax	16	0	16
Technology (IT)			
Computer Antivirus/Support	0	1,405	1,405
Computer Rack Space	150	148	298
Website/Shopping Cart Expense	2,759	3,276	6,035
Total Technology (IT)	2,909	4,829	7,738
Warehouse Pack/Ship Supplies	0	53	53
Total Distribution Centers Expenses	35,212	52,109	87,321
Net Distribution Centers Income	17,319	2,518	19,837
World Service Organization			
7th Tradition Contributions	10,086	15,953	26,039
ABC AWC Audio	126	189	315
Audio books	1,484	982	2,466
Bank Interest	9	10	19
E-books	1,910	1,822	3,732
Royalty-EURO Printing	2,873	0	2,873
Total World Service Organization Income	16,488	18,956	35,444
World Service Organization Expenses			
Accounting-WSO Write up service	2,000	1,000	3,000
Audit Services	0	5,000	5,000
Committees			
Executive Board Committee	28	48	76

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Literature Development Com'			
Complimentary Copies	0	91	91
Lit-Misc. Expense	961	0	961
Total Literature Development Com'	<u>961</u>	<u>91</u>	<u>1,052</u>
Member & Public Services Com'			
Hospitals & Institutions Com'	168	119	287
MPS Committee Expenses	910	167	1,077
Total Member & Public Services Com'	<u>1,078</u>	<u>286</u>	<u>1,364</u>
Total Committees	<u>2,067</u>	<u>425</u>	<u>2,492</u>
Special Workers			
Admin Wages	1,138	1,649	2,787
Design Editor Wages	3,220	4,227	7,447
SW-Employer Taxes	415	157	572
SW-Payroll Service Fee	53	87	140
SW-Workers' Compensation	41	11	52
Total Special Workers	<u>4,867</u>	<u>6,131</u>	<u>10,998</u>
Total World Service Organization Expenses	<u>8,934</u>	<u>12,556</u>	<u>21,490</u>
Net World Service Organization Income	<u>7,554</u>	<u>6,400</u>	<u>13,954</u>
Net Distribution Centers and World Service Organizati	<u><u>24,873</u></u>	<u><u>8,918</u></u>	<u><u>33,791</u></u>