

Adult Children of Alcoholics World Service Organization Inc
Profit & Loss YTD Comparison
 March 2018

	<u>Mar 18</u>	<u>Feb 18</u>	<u>YTD</u>
Distribution Centers Sales			
Sales			
Chips/Medallion Sales	2,075	1,754	5,590
Fellowship Textbook Sales	20,936	23,178	69,309
Laundry List Workbooks	4,008	5,140	14,457
Literature Sales-Other	2,706	3,549	9,387
Meditation Book Sales	5,816	6,223	20,077
Workbook Sales	11,615	12,497	39,023
Non-U.S. Literature sales	0	6,724	7,240
Total Sales	<u>47,156</u>	<u>59,065</u>	<u>165,083</u>
Intergroup Discount Sales			
IG Chips/Medallion Sales	315	280	1,488
IG-Fellowship Textbook Sales	4,074	2,717	10,200
IG Laundry List Workbook Sales	756	504	1,890
IG Literature Sales-Other	468	357	1,570
IG Meditation Book Sales	1,176	1,142	4,217
IG Workbook Sales	924	1,540	4,004
Total Intergroup Discount Sales	<u>7,713</u>	<u>6,540</u>	<u>23,369</u>
Shipping And Handling	8,328	9,222	27,293
Shrinkage	1,575	(142)	1,389
Total Distribution Centers Sales	<u>64,772</u>	<u>74,685</u>	<u>217,134</u>
Cost of Goods Sold			
Cost-Chips/Medallions	897	743	2,588
Cost-Fellowship Textbook	8,571	8,548	26,664
Cost-Literature -Other	1,204	1,337	3,950
Cost-Laundry List Workbook	1,380	1,663	4,810
Cost-Meditation Book	1,364	1,477	4,913
Cost-Workbooks	3,063	3,771	11,275
Non-U.S. Literature Costs	0	2,990	5,642
Total COGS	<u>16,479</u>	<u>20,529</u>	<u>59,842</u>
Gross Profit	48,293	54,156	157,292
Distribution Centers Expenses			
Accounting-Distribution Center			
Write up Services	0	0	2,485
Accounting-Distribution Center - Other	2,265	2,129	4,619
Total Accounting-Distribution Center	<u>2,265</u>	<u>2,129</u>	<u>7,104</u>
Dues and Subscriptions	46	46	138
Freight Out			
UPS	3,992	3,378	13,183
USPS	1,143	2,251	4,842
Freight Out - Other	1,091	2,139	5,694
Total Freight Out	<u>6,226</u>	<u>7,768</u>	<u>23,719</u>
Fulfillment, Amazon UK	298	507	1,050
Fulfillment, Amazon US	11,669	9,140	30,702
Fulfillment, BANG	0	0	80
Fulfillment, Ware-Pak	2,519	1,999	7,559
Merchant Fees			
Shopify Fees	983	794	2,670
Banks	45	0	45

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PayPal Fee	457	643	2,041
Total Merchant Fees	1,485	1,437	4,756
Office Expenses			
Employee Administration	341	225	1,706
Gas & Electric	149	139	427
Office Supplies	91	446	674
Postage/Printing	0	0	100
Telephone/Internet Services	175	176	520
Total Office Expenses	756	986	3,427
Payroll			
Staffing Services	2,150	1,907	6,076
Gifts and Awards	63	0	63
Mileage	0	6	74
Wages	10,151	7,249	29,648
Employer Payroll Taxes	837	751	1,869
Payroll Service Fees	103	53	243
Workers Compensation	286	175	620
Total Payroll	13,590	10,141	38,593
Rents			
Ware-Pak	0	0	157
Bang Storage	0	114	126
Rent-Distribution Center	2,938	2,938	8,813
Total Rents	2,938	3,052	9,096
Sales Tax			
Sales Taxes Paid	0	16	16
Total Sales Tax	0	16	16
Technology (IT)			
Computer Antivirus/Support	0	0	1,405
Computer Rack Space	136	150	434
Small Computer Accessories	889	0	889
Website/Shopping Cart Expense	1,375	2,759	7,410
Total Technology (IT)	2,400	2,909	10,138
Warehouse Pack/Ship Supplies	0	0	53
Total Distribution Centers Expenses	44,192	40,130	136,431
Net Distribution Centers Income	4,101	14,026	20,861
World Service Organization			
7th Tradition Contributions	9,463	10,086	35,502
ABC AWC Audio	189	132	510
Audio books	1,399	1,478	3,925
Bank Interest	9	9	28
E-books	2,019	1,910	5,686
Royalty-EURO Printing	0	2,873	2,873
Total World Service Organization Income	13,079	16,488	48,524
World Service Organization Expenses			
Accounting Consultants	4,595	0	4,595
Accounting-WSO Write up service	1,323	1,323	3,646
Audit Services	4,500	0	9,500
Committees			
Finance Committee	16	0	16

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Executive Board Committee	30	28	106
Literature Development Com'			
Complimentary Copies	0	0	91
Lit-Misc. Expense	25	1,010	1,035
Total Literature Development Com'	<u>25</u>	<u>1,010</u>	<u>1,126</u>
Member & Public Services Com'			
Hospitals & Institutions Com'	0	168	287
MPS Committee Expenses	921	910	1,998
Total Member & Public Services Com'	<u>921</u>	<u>1,078</u>	<u>2,285</u>
Total Committees	<u>992</u>	<u>2,116</u>	<u>3,533</u>
Insurance			
Liability	103	103	310
Total Insurance	<u>103</u>	<u>103</u>	<u>310</u>
Special Workers			
Admin Wages	1,620	1,138	4,407
Design Editor Wages	3,091	3,220	10,538
MPS-Wages	1,098	0	1,098
SW-Employer Taxes	540	415	1,112
SW-Payroll Service Fee	0	53	140
SW-Workers' Compensation	73	41	125
Total Special Workers	<u>6,422</u>	<u>4,867</u>	<u>17,420</u>
Total World Service Organization Expenses	<u>17,935</u>	<u>8,409</u>	<u>39,004</u>
Total World Service Organization Expense	<u>17,935</u>	<u>8,409</u>	<u>39,004</u>
Net World Service Organization Income	<u>(4,856)</u>	<u>8,079</u>	<u>9,520</u>
Net Distribution Centers and World Service Org	<u>(755)</u>	<u>22,105</u>	<u>30,381</u>