

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

	<u>May 18</u>	<u>Apr 18</u>	<u>Jan - May 18</u>
Distribution Centers Sales			
Sales			
Chips/Medallion Sales	\$ 1,608	\$ 2,385	\$ 9,583
Fellowship Textbook Sales	21,069	22,335	113,474
Laundry List Workbooks	3,986	4,167	22,761
Literature Sales-Other	3,253	3,412	16,052
Meditation Book Sales	8,224	7,460	36,382
Workbook Sales	13,337	12,253	65,725
Non-U.S. Literature sales	0	0	7,240
Total Sales	<u>51,477</u>	<u>52,012</u>	<u>271,217</u>
Intergroup Discount Sales			
IG Chips/Medallion Sales	604	347	2,438
IG-Fellowship Textbook Sales	2,867	4,410	17,478
IG Laundry List Workbook Sales	756	756	3,402
IG Literature Sales-Other	526	1,254	3,350
IG Meditation Book Sales	1,422	1,910	7,549
IG Workbook Sales	1,540	2,772	8,316
Total Intergroup Discount Sales	<u>7,715</u>	<u>11,449</u>	<u>42,533</u>
Shipping And Handling	6,592	10,972	44,858
Shrinkage	15	984	2,387
Total Distribution Centers Sales	<u>65,799</u>	<u>75,417</u>	<u>360,995</u>
Cost of Goods Sold			
Cost-Chips/Medallions	872	1,487	4,947
Cost-Fellowship Textbook	8,176	9,524	44,627
Cost-Literature -Other	1,216	1,622	6,788
Cost-Laundry List Workbook	1,218	1,425	7,470
Cost-Meditation Book	1,929	1,855	8,778
Cost-Workbooks	3,440	4,168	19,095
Non-U.S. Literature Costs	0	0	5,642
Total COGS	<u>16,851</u>	<u>20,081</u>	<u>97,347</u>
Gross Profit	<u>48,948</u>	<u>55,336</u>	<u>263,648</u>
Distribution Centers Expenses			
Accounting-Distribution Center			
Write up Services	0	0	2,485
Accounting-Distribution Center - Other	2,565	2,165	9,348
Total Accounting-Distribution Center	<u>2,565</u>	<u>2,165</u>	<u>11,833</u>
Dues and Subscriptions	145	46	329
Freight Out			
UPS	7,500	3,406	24,090
USPS	1,193	900	6,960
Freight Out - Other	0	2,484	8,985
Total Freight Out	<u>8,693</u>	<u>6,790</u>	<u>40,035</u>
Fulfillment, Amazon UK	538	349	1,954
Fulfillment, Amazon US	11,736	10,586	53,024
Fulfillment, BANG	0	53	133
Fulfillment, Ware-Pak	0	1,424	8,241
Lodging/Travel	5,775	4	5,779
Merchant Fees			
Shopify Fees	848	906	4,423
PayPal Fee	364	814	3,218
Total Merchant Fees	<u>1,212</u>	<u>1,720</u>	<u>7,641</u>
Office Expenses			
Employee Administration	0	205	1,911
Gas & Electric	150	145	722
Misc. Expense	0	100	100
Office Supplies	0	827	1,501

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Postage/Printing	7	13	120
Telephone/Internet Services	186	166	872
Total Office Expenses	<u>343</u>	<u>1,456</u>	<u>5,226</u>
Payroll			
Staffing Services	2,309	1,462	9,847
Gifts and Awards	0	0	63
Mileage	0	51	124
Wages	10,516	3,770	43,934
Employer Payroll Taxes	1,116	1,385	4,370
Payroll Service Fees	59	267	569
Workers Compensation	226	91	937
Total Payroll	<u>14,226</u>	<u>7,026</u>	<u>59,844</u>
Repairs & Maintenance	217	120	338
Rents			
Ware-Pak	0	0	270
Bang Storage	0	57	159
Rent-Distribution Center	3,026	2,938	14,776
Total Rents	<u>3,026</u>	<u>2,995</u>	<u>15,205</u>
Sales Tax			
Sales Taxes Paid	0	650	1,296
Total Sales Tax	<u>0</u>	<u>650</u>	<u>1,296</u>
Technology (IT)			
Computer Antivirus/Support	0	0	1,405
Computer Rack Space	143	148	724
Small Computer Accessories	0	0	889
Website/Shopping Cart Expense	2,056	2,583	12,049
Total Technology (IT)	<u>2,199</u>	<u>2,731</u>	<u>15,067</u>
Warehouse Pack/Ship Supplies	904	1,262	2,219
Total Distribution Centers Expenses	<u>51,579</u>	<u>39,377</u>	<u>228,164</u>
Net Distribution Centers Income	(2,631)	15,959	35,484
World Service Organization			
7th Tradition Contributions	6,116	7,984	49,602
ABC AWC Audio	435	159	1,104
Audio books	1,932	1,514	7,370
Bank Interest	10	9	47
E-books	2,142	2,177	10,005
Royalty-EURO Printing	0	3,356	6,229
Total World Service Organization Income	<u>10,635</u>	<u>15,199</u>	<u>74,357</u>
World Service Organization Expenses			
Accounting Consultants	834	2,381	7,810
Accounting-WSO Write up service	1,323	1,323	6,291
Audit Services	4,150	0	13,650
Conferences/Meetings			
2018 ABC/AWC			
2018 ABC/AWC Revenues	0	(10,898)	(26,834)
2018 ABC/AWC expenses	0	43,425	58,681
Total 2018 ABC/AWC	<u>0</u>	<u>32,527</u>	<u>31,847</u>
Total Conferences/Meetings	<u>0</u>	<u>32,527</u>	<u>31,847</u>
Committees			
Finance Committee	0	0	16
European Committee	0	1,479	1,524
Executive Board Committee	6	3	88
Literature Development Com'			
Document Virtual Storage	0	82	82
Complimentary Copies	0	0	91

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Lit-Misc. Expense	77	52	1,139
Total Literature Development Com'	<u>77</u>	<u>134</u>	<u>1,312</u>
Member & Public Services Com'			
Hospitals & Institutions Com'	0	0	287
MPS Committee Expenses	230	200	2,427
Total Member & Public Services Com'	<u>230</u>	<u>200</u>	<u>2,714</u>
Total Committees	<u>313</u>	<u>1,816</u>	<u>5,654</u>
Insurance			
Liability	103	103	516
Total Insurance	<u>103</u>	<u>103</u>	<u>516</u>
Programs/Projects			
Board Book Initiative	196	380	576
Total Programs/Projects	<u>196</u>	<u>380</u>	<u>576</u>
Special Workers			
Admin Wages	2,176	689	7,272
Design Editor Wages	3,819	1,724	16,081
MPS-Wages	2,052	846	3,996
SW-Employer Taxes	762	340	2,214
SW-Payroll Service Fee	69	69	278
SW-Workers' Compensation	35	22	182
Total Special Workers	<u>8,913</u>	<u>3,690</u>	<u>30,023</u>
Total World Service Organization Expenses	<u>15,832</u>	<u>42,220</u>	<u>96,367</u>
Net World Service Organization Income	<u>(5,197)</u>	<u>(27,021)</u>	<u>(22,010)</u>
Net Distribution Centers and World Service Organization Income	<u>\$ (7,828)</u>	<u>\$ (11,062)</u>	<u>\$ 13,474</u>