

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

	<u>Jun 18</u>	<u>May 18</u>	<u>Jan - Jun 18</u>
Distribution Centers Sales			
Sales			
Chips/Medallion Sales	\$ 1,403	\$ 1,608	\$ 10,986
Fellowship Textbook Sales	21,141	21,195	134,741
Laundry List Workbooks	4,503	3,986	27,264
Literature Sales-Other	3,640	3,231	19,671
Meditation Book Sales	7,488	8,236	43,882
Workbook Sales	14,149	13,410	79,947
Non-U.S. Literature sales	0	0	7,240
Total Sales	<u>52,324</u>	<u>51,666</u>	<u>323,731</u>
Intergroup Discount Sales			
IG Chips/Medallion Sales	543	604	2,981
IG-Fellowship Textbook Sales	1,882	2,867	19,359
IG Laundry List Workbook Sales	252	756	3,654
IG Literature Sales-Other	963	526	4,313
IG Meditation Book Sales	1,467	1,422	9,016
IG Workbook Sales	770	1,540	9,086
Total Intergroup Discount Sales	<u>5,877</u>	<u>7,715</u>	<u>48,409</u>
Shipping And Handling	6,415	6,594	51,276
Shrinkage	0	15	2,387
Total Distribution Centers Sales	<u>64,616</u>	<u>65,990</u>	<u>425,803</u>
Cost of Goods Sold			
Cost-Chips/Medallions	738	872	5,685
Cost-Fellowship Textbook	6,841	8,209	51,501
Cost-Literature -Other	1,720	1,207	8,499
Cost-Laundry List Workbook	1,218	1,218	8,688
Cost-Meditation Book	1,868	1,931	10,647
Cost-Workbooks	3,372	3,416	22,423
Non-U.S. Literature Costs	0	0	5,642
Total COGS	<u>15,757</u>	<u>16,853</u>	<u>113,085</u>
Gross Profit	48,859	49,137	312,718
Distribution Centers Expenses			
Accounting-Distribution Center			
Write up Services	0	0	2,485
Accounting-Distribution Center - Other	0	3,859	11,944
Total Accounting-Distribution Center	<u>0</u>	<u>3,859</u>	<u>14,429</u>
Dues and Subscriptions	0	145	329
Freight Out			
UPS	4,345	7,704	28,638
USPS	300	1,193	7,260
Freight Out - Other	3,641	2,154	14,780
Total Freight Out	<u>8,286</u>	<u>11,051</u>	<u>50,678</u>
Fulfillment, Amazon UK	279	538	2,232
Fulfillment, Amazon US	19,669	10,538	71,496
Fulfillment, BANG	0	0	133
Fulfillment, Ware-Pak	1,048	998	10,287
Lodging/Travel	7,387	5,775	13,166
Merchant Fees			
Shopify Fees	851	848	5,274
PayPal Fee	324	364	3,542
Total Merchant Fees	<u>1,175</u>	<u>1,212</u>	<u>8,816</u>
Office Expenses			
Employee Administration	119	171	2,200
Gas & Electric	180	150	901
Misc. Expense	0	0	100
Office Supplies	389	0	1,890

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

	<u>Jun 18</u>	<u>May 18</u>	<u>Jan - Jun 18</u>
Postage/Printing	102	7	222
Telephone/Internet Services	172	186	1,044
Total Office Expenses	962	514	6,357
Payroll			
Staffing Services	2,554	2,713	12,804
Gifts and Awards	0	0	63
Mileage	0	0	124
Wages	7,230	10,516	51,164
Employer Payroll Taxes	975	1,116	5,346
Payroll Service Fees	220	59	589
Workers Compensation	153	226	1,090
Total Payroll	11,132	14,630	71,180
Repairs & Maintenance	49	1,042	1,211
Rents			
Ware-Pak	0	85	356
Bang Storage	0	0	159
Rent-Distribution Center	3,026	3,026	17,802
Total Rents	3,026	3,111	18,317
Sales Tax			
Sales Taxes Paid	0	0	1,296
CA/IL Sales Tax Collected	0	0	0
Total Sales Tax	0	0	1,296
Technology (IT)			
Backup	112	0	112
Computer Antivirus/Support	240	0	1,645
Computer Rack Space	148	143	872
Small Computer Accessories	0	0	889
Website/Shopping Cart Expense	1,424	2,066	13,483
Total Technology (IT)	1,924	2,209	17,001
Warehouse Pack/Ship Supplies	1,027	904	3,246
Total Distribution Centers Expenses	55,964	56,526	290,174
Net Distribution Centers Income	(7,105)	(7,389)	22,544
World Service Organization Income			
7th Tradition Contributions	8,951	6,116	58,553
ABC AWC Audio	309	435	1,413
Audio books	1,407	1,932	8,778
Bank Interest	9	10	56
E-books	1,844	2,142	11,849
Miscellaneous Income	1	0	1
Royalty-EURO Printing	0	1,270	7,499
Reimbursable costs-EU Printi	(454)	454	0
Total World Service Organization	12,067	12,359	88,149
World Service Organization Expenses			
Accounting Consultants	4,155	834	11,965
Accounting-WSO Write up service	0	1,323	6,491
Audit Services	0	4,150	13,650
Conferences/Meetings			
2018 ABC/AWC			
2018 ABC/AWC Revenues	0	0	(26,645)
2018 ABC/AWC expenses	0	0	65,693
Total 2018 ABC/AWC	0	0	39,048
Total Conferences/Meetings	0	0	39,048
Committees			
Finance Committee	0	0	16
European Committee	0	0	1,524
Executive Board Committee	0	6	88

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

	<u>Jun 18</u>	<u>May 18</u>	<u>Jan - Jun 18</u>
Literature Development Com'			
Document Virtual Storage	0	0	82
Audio/E-Book Expense	3	0	3
Complimentary Copies	0	0	91
Lit-Misc. Expense	0	77	1,139
Total Literature Development Com'	<u>3</u>	<u>77</u>	<u>1,315</u>
Member & Public Services Com'			
Hospitals & Institutions Com'	0	0	287
MPS Committee Expenses	0	230	2,427
Total Member & Public Services Com'	<u>0</u>	<u>230</u>	<u>2,714</u>
Total Committees	<u>3</u>	<u>313</u>	<u>5,657</u>
Insurance			
Liability	0	103	516
Total Insurance	<u>0</u>	<u>103</u>	<u>516</u>
Programs/Projects			
Board Book Initiative	0	196	576
Total Programs/Projects	<u>0</u>	<u>196</u>	<u>576</u>
Special Workers			
Admin Wages	2,151	2,176	9,422
Design Editor Wages	4,301	3,819	20,381
MPS-Wages	2,715	2,052	6,711
SW-Employer Taxes	935	762	3,149
SW-Payroll Service Fee	20	69	297
SW-Workers' Compensation	29	35	211
Total Special Workers	<u>10,151</u>	<u>8,913</u>	<u>40,171</u>
Total World Service Organization Expenses	<u>14,309</u>	<u>15,832</u>	<u>118,074</u>
Net World Service Organizaiton Income	<u>(2,242)</u>	<u>(3,473)</u>	<u>(29,925)</u>
Net Distribution Centers and World Service Organizaiton Income	<u>\$ (9,347)</u>	<u>\$ (10,862)</u>	<u>\$ (7,381)</u>