

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

August 2018

	<b>Aug 18</b>	<b>Jul 18</b>	<b>\$ Change</b>	<b>% Change</b>	<b>Jan - Aug 18</b>
<b>Revenue</b>					
<b>4010 - Shopify Revenue</b>					
4011 - Textbook Revenue	29,532	38,259	(8,727)	(23%)	294,544
4012 - Workbook Revenue	13,057	22,171	(9,114)	(41%)	156,637
4013 - Tri-Fold Revenue	1,428	905	523	58%	9,031
4014 - Audio Royalty Revenue	336	1,896	(1,560)	(82%)	12,422
4015 - Medallions & Chip Revenue	1,945	2,228	(283)	(13%)	18,427
4017 - 7th Tradition Contributions	2,385	7,905	(5,520)	(70%)	68,843
4018 - Shipping And Handling	7,138	7,642	(504)	(7%)	62,036
4019 - Complimentary Copy	717	(19)	736	3,874%	1,279
4029 - Returns and Allowances	(6)	129	(135)	(105%)	2,396
4010 - Shopify Revenue - Other	0	5	(5)	(100%)	268
<b>Total 4010 - Shopify Revenue</b>	<b>56,532</b>	<b>81,121</b>	<b>(24,589)</b>	<b>(30%)</b>	<b>625,883</b>
<b>4030 - Amazon Revenue</b>					
4031 - Textbook Revenue	17,034	584	16,450	2,817%	17,618
4032 - Workbook Revenue	11,901	447	11,454	2,562%	12,348
4034 - E-Book Royalty Revenue	1,761	2,005	(244)	(12%)	15,615
4036 - Shipping Revenue	1,363	118	1,245	1,055%	7,164
4038 - Discounts	(427)	(24)	(403)	(1,679%)	(1,248)
4039 - Returns and Allowances	24	(172)	196	114%	(147)
<b>Total 4030 - Amazon Revenue</b>	<b>31,656</b>	<b>2,958</b>	<b>28,698</b>	<b>970%</b>	<b>51,350</b>
<b>4050 - Barnes &amp; Noble Revenue</b>					
4056 - E-Book Royalty Revenue	97	0	97	100%	97
<b>Total 4050 - Barnes &amp; Noble Revenue</b>	<b>97</b>	<b>0</b>	<b>97</b>	<b>100%</b>	<b>97</b>
<b>4060 - Audible Revenue</b>					
4064 - Audio Royalty Revenue	1,636	0	1,636	100%	1,636
<b>Total 4060 - Audible Revenue</b>	<b>1,636</b>	<b>0</b>	<b>1,636</b>	<b>100%</b>	<b>1,636</b>
<b>4070 - Royalty Contract Revenue</b>					
Reimbursable costs-EU Printi	0	0	0	0%	(14)
4071 - Textbook Printing Revenue	0	0	0	0%	7,499
<b>Total 4070 - Royalty Contract Revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>	<b>7,485</b>
4080 - 7th Traditions Contributions	4,966	0	4,966	100%	4,966
<b>4200 - Other Revenue</b>					
4201 - Bank Interest	7	9	(2)	(22%)	72
4299 - Miscellaneous Revenue	0	0	0	0%	1
<b>Total 4200 - Other Revenue</b>	<b>7</b>	<b>9</b>	<b>(2)</b>	<b>(22%)</b>	<b>73</b>
4300 - European Sales	0	0	0	0%	7,835
<b>Total Revenue</b>	<b>94,894</b>	<b>84,088</b>	<b>10,806</b>	<b>13%</b>	<b>699,325</b>
<b>Cost of Goods Sold</b>					
<b>5000 - Shopify-Cost of Goods Sold</b>					
<b>5010 - Shopify COGS</b>					
5011 - Textbooks	9,536	11,036	(1,500)	(14%)	89,446
5012 - Workbooks	4,209	5,318	(1,109)	(21%)	41,247

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5013 · Tri-Folds	623	476	147	31%	4,383
5015 · Medallions/Chips	666	812	(146)	(18%)	7,162
<b>Total 5010 · Shopify COGS</b>	<b>15,034</b>	<b>17,642</b>	<b>(2,608)</b>	<b>(15%)</b>	<b>142,238</b>
<b>5020 · Shopify-Fulfillment Costs</b>					
Fulfillment, BANG	0	0	0	0%	133
Fulfillment, Ware-Pak	0	0	0	0%	10,287
5021 · Shipping Supplies	1,213	747	466	62%	5,206
5022 · Freight Out (order Fulfillment)	7,487	5,327	2,160	41%	63,524
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<b>8,700</b>	<b>6,074</b>	<b>2,626</b>	<b>43%</b>	<b>79,150</b>
<b>5030 · Direct Labor</b>					
5031 · Direct Salary & Wages	5,533	5,293	240	5%	33,346
5032 · Workers Compensation	182	271	(89)	(33%)	1,557
<b>Total 5030 · Direct Labor</b>	<b>5,715</b>	<b>5,564</b>	<b>151</b>	<b>3%</b>	<b>34,903</b>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<b>29,449</b>	<b>29,280</b>	<b>169</b>	<b>1%</b>	<b>256,291</b>
<b>5050 · Amazon COGS</b>					
5051 · Textbooks	3,879	132	3,747	2,839%	4,011
5052 · Workbooks	2,180	81	2,099	2,591%	2,261
5058 · Freight-Out(Order Fulfillment)	435	50	385	770%	485
5059 · Freight-In(Transfers)	397	0	397	100%	397
Fulfillment, Amazon US	11,975	16,290	(4,315)	(26%)	99,761
Fulfillment, Amazon UK	1,032	479	553	115%	3,747
<b>Total 5050 · Amazon COGS</b>	<b>19,898</b>	<b>17,032</b>	<b>2,866</b>	<b>17%</b>	<b>110,662</b>
<b>5560 · European Sales-COGS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>	<b>4,169</b>
<b>Total COGS</b>	<b>49,347</b>	<b>46,312</b>	<b>3,035</b>	<b>7%</b>	<b>371,122</b>
<b>Gross Profit</b>	<b>45,547</b>	<b>37,776</b>	<b>7,771</b>	<b>21%</b>	<b>328,203</b>
<b>Expense</b>					
<b>6010 · Payroll Expense</b>					
6011 · Exempt Salary & Wages	4,615	2,308	2,307	100%	30,077
6012 · Non-Exempt Salary & Wages	4,110	10,847	(6,737)	(62%)	60,096
6013 · Workers' Compensation	227	31	196	632%	469
6015 · Vacation Expense	4,105	0	4,105	100%	4,105
6016 · Payroll Service Fees	144	120	24	20%	1,150
6017 · Employee Mileage	0	0	0	0%	124
<b>Total 6010 · Payroll Expense</b>	<b>13,201</b>	<b>13,306</b>	<b>(105)</b>	<b>(1%)</b>	<b>96,021</b>
<b>6030 · Payroll Taxes</b>					
6031 · Non-Exempt Employer Taxes	2,300	1,068	1,232	115%	8,726
<b>Total 6030 · Payroll Taxes</b>	<b>2,300</b>	<b>1,068</b>	<b>1,232</b>	<b>115%</b>	<b>8,726</b>
<b>6050 · Travel &amp; Mileage Expense</b>					
6052 · Board Travel Expense	424	3,226	(2,802)	(87%)	16,815
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<b>424</b>	<b>3,226</b>	<b>(2,802)</b>	<b>(87%)</b>	<b>16,815</b>
<b>6060 · Conference &amp; Conventions</b>					
Conferences/Meetings					
2018 ABC/AWC	764	0	764	100%	764
2018 ABC/AWC Revenues	0	0	0	0%	(26,645)

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Conferences/Meetings - Other	0	594	(594)	(100%)	594
<b>Total Conferences/Meetings</b>	<b>764</b>	<b>594</b>	<b>170</b>	<b>29%</b>	<b>(25,287)</b>
6061 · Conference-Travel & Lodging	981	0	981	100%	3,023
6062 · Facility Fees	(1,094)	0	(1,094)	(100%)	385
6063 · Event Meals	29	0	29	100%	29
<b>Total 6060 · Conference &amp; Conventions</b>	<b>680</b>	<b>594</b>	<b>86</b>	<b>14%</b>	<b>(21,850)</b>
6070 · Program Initiatives					
6071 · Materials	2,181	(55)	2,236	4,065%	5,242
<b>Total 6070 · Program Initiatives</b>	<b>2,181</b>	<b>(55)</b>	<b>2,236</b>	<b>4,065%</b>	<b>5,242</b>
6080 · Professional Fees					
6081 · Accounting Expense	2,000	4,446	(2,446)	(55%)	56,927
6082 · Legal Fees	0	0	0	0%	2,200
6083 · Staffing Services	1,882	3,310	(1,428)	(43%)	18,891
<b>Total 6080 · Professional Fees</b>	<b>3,882</b>	<b>7,756</b>	<b>(3,874)</b>	<b>(50%)</b>	<b>78,018</b>
6090 · Technology IT Support					
6091 · Website Expenses	1,077	364	713	196%	14,923
6092 · Software Support Expense	0	175	(175)	(100%)	175
6093 · Storage & Anti-virus Protection	49	156	(107)	(69%)	2,915
<b>Total 6090 · Technology IT Support</b>	<b>1,126</b>	<b>695</b>	<b>431</b>	<b>62%</b>	<b>18,013</b>
6100 · License & Permits	10	30	(20)	(67%)	40
6110 · Insurance Expense					
6112 · Business & Property Liability	103	103	0	0%	826
<b>Total 6110 · Insurance Expense</b>	<b>103</b>	<b>103</b>	<b>0</b>	<b>0%</b>	<b>826</b>
6120 · Rent Expense	3,108	3,026	82	3%	24,450
6130 · Utilities Expense					
6131 · Electric Expense	342	251	91	36%	1,494
6132 · Telephone Expense	220	215	5	2%	1,568
<b>Total 6130 · Utilities Expense</b>	<b>562</b>	<b>466</b>	<b>96</b>	<b>21%</b>	<b>3,062</b>
6140 · Office Supplies Expense					
6141 · Postage Expense	0	0	0	0%	222
6143 · Office equipment/machines	0	839	(839)	(100%)	2,251
6144 · Misc. Expense	338	468	(130)	(28%)	3,018
<b>Total 6140 · Office Supplies Expense</b>	<b>338</b>	<b>1,307</b>	<b>(969)</b>	<b>(74%)</b>	<b>5,491</b>
6150 · Dues and Subscriptions	895	46	849	1,846%	1,316
6160 · Repairs & Maintenance	414	0	414	100%	1,625
6170 · Books & Publication Expense	0	0	0	0%	3
6190 · Tax Expense					
6193 · Sales Tax Expense	0	0	0	0%	2,670
<b>Total 6190 · Tax Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>	<b>2,670</b>
6200 · Bank & Merchant Fees					
6205 · Shopify Fees	1,123	842	281	33%	7,239
6207 · PayPal Fee	506	419	87	21%	4,467
6209 · Foreign Exchange (Gain)Loss	(332)	0	(332)	(100%)	(332)
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<b>1,297</b>	<b>1,261</b>	<b>36</b>	<b>3%</b>	<b>11,374</b>

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<b>Total Expense</b>	30,521	32,829	(2,308)	(7%)	251,842
<b>Net Revenue</b>	15,026	4,947	10,079	204%	76,361
<b>Net YTD other Revenue</b>	0	(89)	89	100%	(67,649)
<b>Net Year to Date Revenue</b>	<b>15,026</b>	<b>4,858</b>	<b>10,168</b>	<b>209%</b>	<b>8,712</b>