

**Adult Children of Alcoholics World Service Organization Inc**

**Profit & Loss YTD Comparison**

October 2018

	<u>Oct 18</u>	<u>Sep 18</u>	<u>\$ Change</u>	<u>Jan - Oct 18</u>
<b>Revenue</b>				
<b>4010 - Shopify Revenue</b>				
4011 - Textbook Revenue	22,534	18,848	3,686	336,361
4012 - Workbook Revenue	11,202	8,620	2,582	176,577
4013 - Tri-Fold Revenue	927	845	82	10,824
4014 - Audio Royalty Revenue	453	207	246	13,139
4015 - Medallions & Chip Revenue	2,179	1,488	691	22,034
* 4017 - 7th Tradition Contributions	5,159	3,645	1,514	77,647
4018 - Shipping And Handling	7,128	5,293	1,835	74,624
4019 - Complimentary Copy	128	19	109	852
4029 - Returns and Allowances	(40)		(40)	2,356
4010 - Shopify Revenue - Other				270
<b>Total 4010 - Shopify Revenue</b>	<u>49,670</u>	<u>38,965</u>	<u>10,705</u>	<u>714,684</u>
<b>4030 - Amazon Revenue</b>				
4031 - Textbook Revenue	15,958	14,967	991	48,561
4032 - Workbook Revenue	12,625	11,169	1,456	36,200
4034 - E-Book Royalty Revenue	4,010	17	3,993	19,639
4036 - Shipping Revenue	1,284	1,230	54	9,705
4038 - Discounts	(505)	(3)	(502)	(1,756)
4039 - Returns and Allowances				1,112
4040 - Gift Wrap Revenue	4	4		8
<b>Total 4030 - Amazon Revenue</b>	<u>33,376</u>	<u>27,384</u>	<u>5,992</u>	<u>113,469</u>
<b>4050 - Barnes &amp; Noble Revenue</b>				
4056 - E-Book Royalty Revenue	78	91	(13)	266
<b>Total 4050 - Barnes &amp; Noble Revenue</b>	<u>78</u>	<u>91</u>	<u>(13)</u>	<u>266</u>
<b>4060 - Audible Revenue</b>				
4064 - Audio Royalty Revenue	2,009	1,950	59	5,595
<b>Total 4060 - Audible Revenue</b>	<u>2,009</u>	<u>1,950</u>	<u>59</u>	<u>5,595</u>
<b>4070 - Royalty Contract Revenue</b>				
Reimbursable costs-EUR Printi				(14)
4071 - Textbook Printing Revenue	1,677		1,677	9,176
<b>Total 4070 - Royalty Contract Revenue</b>	<u>1,677</u>		<u>1,677</u>	<u>9,162</u>
* 4080 - 7th Traditions Contributions	8,036	977	7,059	13,979
4100 - Consignment	522		522	1,632
4150 - European Sales				6,724
<b>4200 - Other Revenue</b>				
4201 - Bank Interest	8	7	1	87
4299 - Miscellaneous Revenue				1
4200 - Other Revenue - Other	14		14	14
<b>Total 4200 - Other Revenue</b>	<u>22</u>	<u>7</u>	<u>15</u>	<u>102</u>
<b>Total Revenue</b>	<u>95,390</u>	<u>69,374</u>	<u>26,016</u>	<u>865,613</u>
<b>Cost of Goods Sold</b>				
5100 - Consignment COGS	592		592	1,771
5000 - Shopify-Cost of Goods Sold				
5010 - Shopify COGS				
5011 - Textbooks	6,958	5,493	1,465	101,915
5012 - Workbooks	3,375	2,445	930	47,060
5013 - Tri-Folds	440	345	95	5,177
5015 - Medallions/Chips	745	485	260	8,371
<b>Total 5010 - Shopify COGS</b>	<u>11,518</u>	<u>8,768</u>	<u>2,750</u>	<u>162,523</u>
5020 - Shopify-Fulfillment Costs				
5021 - Shipping Supplies	664	32	632	5,902
5022 - Freight Out (order Fulfillment)	6,290	3,541	2,749	74,556
5024 - Fulfillment, BANG				133

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5025 · Fulfillment, Ware-Pak				10,287
<b>Total 5020 · Shopify-Fulfillment Costs</b>	<b>6,954</b>	<b>3,573</b>	<b>3,381</b>	<b>90,878</b>
<b>5030 · Direct Labor</b>				
5031 · Direct Salary & Wages	5,789	5,308	481	46,409
5032 · Workers Compensation	186	167	19	1,911
<b>Total 5030 · Direct Labor</b>	<b>5,975</b>	<b>5,475</b>	<b>500</b>	<b>48,320</b>
<b>5040 · Employer Taxes-Direct Labor</b>				
5042 · FICA Taxes-Direct Labor	521	242	279	1,533
<b>Total 5040 · Employer Taxes-Direct Labor</b>	<b>521</b>	<b>242</b>	<b>279</b>	<b>1,533</b>
<b>Total 5000 · Shopify-Cost of Goods Sold</b>	<b>24,968</b>	<b>18,058</b>	<b>6,910</b>	<b>303,254</b>
<b>5050 · Amazon COGS</b>				
5051 · Textbooks	3,667	3,449	218	11,137
5052 · Workbooks	2,238	1,996	242	6,451
5053 · Fulfillment, Amazon UK	1,143	868	275	5,824
5054 · Fulfillment, Amazon US	15,314	18,040	(2,726)	133,114
5058 · Freight-Out(Order Fulfillment)				485
5059 · Freight-In(Transfers)	208	1,794	(1,586)	3,185
<b>Total 5050 · Amazon COGS</b>	<b>22,570</b>	<b>26,147</b>	<b>(3,577)</b>	<b>160,196</b>
<b>5560 · European Sales-COGS</b>				<b>2,990</b>
<b>Total COGS</b>	<b>48,130</b>	<b>44,205</b>	<b>3,925</b>	<b>468,211</b>
<b>Gross Profit</b>	<b>47,260</b>	<b>25,169</b>	<b>22,091</b>	<b>397,402</b>
<b>Expense</b>				
<b>6010 · Payroll Expense</b>				
6011 · Exempt Salary & Wages	5,321	5,276	45	42,321
6012 · Non-Exempt Salary & Wages	6,571	6,770	(199)	75,866
6013 · Workers' Compensation	97	96	1	662
6015 · Vacation Expense	261	271	(10)	4,637
6016 · Payroll Service Fees	106	144	(38)	1,400
6017 · Employee Mileage				124
<b>Total 6010 · Payroll Expense</b>	<b>12,356</b>	<b>12,557</b>	<b>(201)</b>	<b>125,010</b>
<b>6030 · Payroll Taxes</b>				
6031 · Non-Exempt Employer Taxes	745	508	237	8,305
6032 · Exempt Employer Taxes	455	(61)	516	1,299
<b>Total 6030 · Payroll Taxes</b>	<b>1,200</b>	<b>447</b>	<b>753</b>	<b>9,604</b>
<b>6050 · Travel &amp; Mileage Expense</b>				
6052 · Board Travel Expense	12,540	328	12,212	29,482
<b>Total 6050 · Travel &amp; Mileage Expense</b>	<b>12,540</b>	<b>328</b>	<b>12,212</b>	<b>29,482</b>
<b>6060 · Conference &amp; Conventions</b>				
Conferences/Meetings				
2018 ABC/AWC				764
2018 ABC/AWC Revenues				(26,645)
2018 ABC/AWC expense				65,691
Conferences/Meetings - Other				594
<b>Total Conferences/Meetings</b>				<b>40,404</b>
6061 · Conference-Travel & Lodging		619	(619)	3,643
6062 · Facility Fees				385
6063 · Event Meals				29
<b>Total 6060 · Conference &amp; Conventions</b>		<b>619</b>	<b>(619)</b>	<b>44,461</b>
<b>6070 · Program Initiatives</b>				
6071 · Materials	381	78	303	7,660
<b>Total 6070 · Program Initiatives</b>	<b>381</b>	<b>78</b>	<b>303</b>	<b>7,660</b>
<b>6080 · Professional Fees</b>				
6081 · Accounting Expense	5,734	8,234	(2,500)	76,629
6082 · Legal Fees				2,200

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6083 · Staffing Services				18,891
<b>Total 6080 · Professional Fees</b>	<u>5,734</u>	<u>8,234</u>	<u>(2,500)</u>	<u>97,720</u>
6090 · Technology IT Support				
6091 · Website Expenses	1,753	710	1,043	17,621
6092 · Software Support Expense				175
6093 · Storage & Anti-virus Protection		49	(49)	3,013
<b>Total 6090 · Technology IT Support</b>	<u>1,753</u>	<u>759</u>	<u>994</u>	<u>20,809</u>
6100 · License & Permits				40
6110 · Insurance Expense				
6112 · Business & Property Liability	258	103	155	1,188
<b>Total 6110 · Insurance Expense</b>	<u>258</u>	<u>103</u>	<u>155</u>	<u>1,188</u>
6120 · Rent Expense	3,026	3,026		30,457
6130 · Utilities Expense				
6131 · Electric Expense	193	266	(73)	1,954
6132 · Telephone Expense	222	220	2	2,013
<b>Total 6130 · Utilities Expense</b>	<u>415</u>	<u>486</u>	<u>(71)</u>	<u>3,967</u>
6140 · Office Supplies Expense				
6141 · Postage Expense				222
6142 · Printing Expense	23		23	23
6143 · Office equipment/machines		377	(377)	2,628
6144 · Misc. Expense	213	196	17	3,427
<b>Total 6140 · Office Supplies Expense</b>	<u>236</u>	<u>573</u>	<u>(337)</u>	<u>6,300</u>
6150 · Dues and Subscriptions	138	240	(102)	2,324
6160 · Repairs & Maintenance				1,625
6170 · Books & Publication Expense				3
6190 · Tax Expense				
6193 · Sales Tax Expense				2,670
<b>Total 6190 · Tax Expense</b>				<u>2,670</u>
6200 · Bank & Merchant Fees				
6205 · Shopify Fees	1,035	730	305	9,003
6207 · PayPal Fee	51	396	(345)	4,913
6209 · Foreign Exchange (Gain)Loss	(551)	(220)	(331)	(1,102)
6200 · Bank & Merchant Fees - Other				57
<b>Total 6200 · Bank &amp; Merchant Fees</b>	<u>535</u>	<u>906</u>	<u>(371)</u>	<u>12,871</u>
<b>Total Expense</b>	<u>38,572</u>	<u>28,356</u>	<u>10,216</u>	<u>396,191</u>
<b>Net Revenue</b>	<u>8,688</u>	<u>(3,187)</u>	<u>11,875</u>	<u>1,211</u>

\* Note: The total of Lines 4017 (ACA Website) and 4080 (Mail) comprise all 7th Tradition contributions for the month.