

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

December 2018

	<u>Dec 18</u>	<u>Nov 18</u>	<u>\$ Change</u>	<u>Jan - Dec 18</u>
Revenue				
4010 · Shopify Revenue				
4011 · Textbook Revenue	18,089	19,710	(1,621)	374,264
4012 · Workbook Revenue	8,396	8,576	(180)	193,523
4013 · Tri-Fold Revenue	705	794	(89)	12,323
4014 · Audio Royalty Revenue	285	531	(246)	3,820
4015 · Medallions & Chip Revenue	1,499	2,332	(833)	25,865
* 4017 · 7th Tradition Contributions	6,874	3,045	3,829	87,566
4018 · Shipping And Handling	4,280	5,230	(950)	84,134
4019 · Complimentary Copy	156	54	102	1,062
4029 · Returns and Allowances	(4)	0	(4)	2,352
4010 · Shopify Revenue - Other	0	0	0	270
Total 4010 · Shopify Revenue	<u>40,280</u>	<u>40,272</u>	<u>8</u>	<u>785,179</u>
4030 · Amazon Revenue				
4031 · Textbook Revenue	17,468	13,835	3,633	79,614
4032 · Workbook Revenue	11,890	10,617	1,273	58,527
4034 · E-Book Royalty Revenue	2,098	1,860	238	23,163
4036 · Shipping Revenue	1,725	2,060	(335)	13,474
4038 · Discounts	(904)	(680)	(224)	(3,327)
4039 · Returns and Allowances	27	0	27	1,177
4040 · Gift Wrap Revenue	37	16	21	62
Total 4030 · Amazon Revenue	<u>32,341</u>	<u>27,708</u>	<u>4,633</u>	<u>172,690</u>
4050 · Barnes & Noble Revenue				
4056 · E-Book Royalty Revenue	71	84	(13)	857
Total 4050 · Barnes & Noble Revenue	<u>71</u>	<u>84</u>	<u>(13)</u>	<u>857</u>
4060 · Audible Revenue				
4064 · Audio Royalty Revenue	1,758	1,846	(88)	19,334
Total 4060 · Audible Revenue	<u>1,758</u>	<u>1,846</u>	<u>(88)</u>	<u>19,334</u>
4070 · Royalty Contract Revenue				
Reimbursable costs-EUR Printi	0	0	0	(14)
4071 · Textbook Printing Revenue	5,023	1,677	3,346	15,876
Total 4070 · Royalty Contract Revenue	<u>5,023</u>	<u>1,677</u>	<u>3,346</u>	<u>15,862</u>
* 4080 · 7th Traditions Contributions	9,731	5,735	3,996	29,445
4100 · Consignment	0	0	0	1,632
4150 · European Sales	0	0	0	6,724
4200 · Other Revenue				
4201 · Bank Interest	119	8	111	215
4299 · Miscellaneous Revenue	0	0	0	1
4200 · Other Revenue - Other	0	0	0	14
Total 4200 · Other Revenue	<u>119</u>	<u>8</u>	<u>111</u>	<u>230</u>
Total Revenue	<u>89,323</u>	<u>77,330</u>	<u>11,993</u>	<u>1,031,953</u>
Cost of Goods Sold				
5100 · Consignment COGS	0	0	0	1,771
5000 · Shopify-Cost of Goods Sold				
5010 · Shopify COGS				
5011 · Textbooks	5,589	5,966	(377)	113,534
5012 · Workbooks	2,629	2,460	169	52,147
5013 · Tri-Folds	284	242	42	5,631
5015 · Medallions/Chips	508	790	(282)	9,668
Total 5010 · Shopify COGS	<u>9,010</u>	<u>9,458</u>	<u>(448)</u>	<u>180,980</u>

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5020 · Shopify-Fulfillment Costs				
5021 · Shipping Supplies	1,207	851	356	7,960
5022 · Freight Out (order Fulfillment)	3,612	5,713	(2,101)	86,460
5023 · Freight-In (Transfers>Returns)	144	0	144	144
5024 · Fulfillment, BANG	45	0	45	178
5025 · Fulfillment, Ware-Pak	0	0	0	10,287
Total 5020 · Shopify-Fulfillment Costs	<u>5,008</u>	<u>6,564</u>	<u>(1,556)</u>	<u>105,029</u>
5030 · Direct Labor				
5031 · Direct Salary & Wages	5,548	5,513	35	57,470
5032 · Workers Compensation	189	169	20	2,254
Total 5030 · Direct Labor	<u>5,737</u>	<u>5,682</u>	<u>55</u>	<u>59,724</u>
5040 · Employer Taxes-Direct Labor				
5042 · FICA Taxes-Direct Labor	446	454	(8)	2,433
Total 5040 · Employer Taxes-Direct Labor	<u>446</u>	<u>454</u>	<u>(8)</u>	<u>2,433</u>
Total 5000 · Shopify-Cost of Goods Sold	<u>20,201</u>	<u>22,158</u>	<u>(1,957)</u>	<u>348,166</u>
5050 · Amazon COGS				
5051 · Textbooks	3,982	3,107	875	18,150
5052 · Workbooks	2,094	1,854	240	10,376
5053 · Fulfillment, Amazon UK	731	892	(161)	7,136
5054 · Fulfillment, Amazon US	16,189	13,931	2,258	162,732
5058 · Freight-Out(Order Fulfillment)	463	61	402	1,768
5059 · Freight-In(Transfers)	21	157	(136)	3,364
Total 5050 · Amazon COGS	<u>23,480</u>	<u>20,002</u>	<u>3,478</u>	<u>203,526</u>
5560 · European Sales-COGS	<u>0</u>	<u>0</u>	<u>0</u>	<u>2,990</u>
Total COGS	<u>43,681</u>	<u>42,160</u>	<u>1,521</u>	<u>556,453</u>
Gross Profit	<u>45,642</u>	<u>35,170</u>	<u>10,472</u>	<u>475,500</u>
Expense				
6010 · Payroll Expense				
6011 · Exempt Salary & Wages	4,851	4,855	(4)	52,027
6012 · Non-Exempt Salary & Wages	6,605	6,644	(39)	89,114
6013 · Workers' Compensation	100	96	4	967
6015 · Vacation Expense	246	388	(142)	5,271
6016 · Payroll Service Fees	128	148	(20)	1,676
6017 · Employee Mileage	0	0	0	124
Total 6010 · Payroll Expense	<u>11,930</u>	<u>12,131</u>	<u>(201)</u>	<u>149,179</u>
6030 · Payroll Taxes				
6031 · Non-Exempt Employer Taxes	527	420	107	9,252
6032 · Exempt Employer Taxes	387	421	(34)	2,107
Total 6030 · Payroll Taxes	<u>914</u>	<u>841</u>	<u>73</u>	<u>11,359</u>
6050 · Travel & Mileage Expense				
6052 · Board Travel Expense	138	876	(738)	32,623
Total 6050 · Travel & Mileage Expense	<u>138</u>	<u>876</u>	<u>(738)</u>	<u>32,623</u>
6060 · Conference & Conventions				
Conferences/Meetings				
2018 ABC/AWC	0	0	0	764
2018 ABC/AWC Revenues	0	0	0	(26,645)
2018 ABC/AWC expense	0	0	0	65,691
Total Conferences/Meetings	<u>0</u>	<u>0</u>	<u>0</u>	<u>39,810</u>
6061 · Conference-Travel & Lodging	2,513	1,787	726	8,536
6062 · Facility Fees	0	0	0	385
6063 · Event Meals	0	0	0	29

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Total 6060 · Conference & Conventions	2,513	1,787	726	48,760
6070 · Program Initiatives				
6071 · Materials	364	220	144	8,248
Total 6070 · Program Initiatives	364	220	144	8,248
6080 · Professional Fees				
6081 · Accounting Expense	7,406	5,506	1,900	88,876
6082 · Legal Fees	0	1,150	(1,150)	3,350
6083 · Staffing Services	0	0	0	18,891
Total 6080 · Professional Fees	7,406	6,656	750	111,117
6090 · Technology IT Support				
6091 · Website Expenses	1,552	1,548	4	21,006
6092 · Software Support Expense	0	0	0	175
6093 · Storage & Anti-virus Protection	49	49	0	3,184
Total 6090 · Technology IT Support	1,601	1,597	4	24,365
6100 · License & Permits	0	85	(85)	125
6110 · Insurance Expense				
6112 · Business & Property Liability	103	221	(118)	1,512
Total 6110 · Insurance Expense	103	221	(118)	1,512
6120 · Rent Expense	3,026	3,026	0	36,508
6130 · Utilities Expense				
6131 · Electric Expense	181	145	36	2,279
6132 · Telephone Expense	221	223	(2)	2,457
Total 6130 · Utilities Expense	402	368	34	4,736
6140 · Office Supplies Expense				
6141 · Postage Expense	108	0	108	330
6142 · Printing Expense	0	0	0	23
6143 · Office equipment/machines	0	402	(402)	3,030
6144 · Misc. Expense	683	1,229	(546)	5,339
Total 6140 · Office Supplies Expense	791	1,631	(840)	8,722
6150 · Dues and Subscriptions	184	229	(45)	3,235
6160 · Repairs & Maintenance	0	97	(97)	1,723
6170 · Books & Publication Expense	50	0	50	54
6190 · Tax Expense				
6193 · Sales Tax Expense	0	0	0	2,670
Total 6190 · Tax Expense	0	0	0	2,670
6200 · Bank & Merchant Fees				
6201 · Bank of America Fees	12	0	12	12
6205 · Shopify Fees	798	752	46	10,570
6207 · PayPal Fee	310	383	(73)	5,945
6209 · Foreign Exchange (Gain)Loss	(583)	(79)	(504)	(1,764)
Total 6200 · Bank & Merchant Fees	537	1,056	(519)	14,763
6210 · Depreciation & Amortization				
6211 · Depreciation Expense	2,317	0	2,317	2,317
6212 · Amortization Expense	11,282	0	11,282	11,282
Total 6210 · Depreciation & Amortization	13,599	0	13,599	13,599
Total Expense	43,558	30,821	12,737	473,298
Net Revenue	<u>2,084</u>	<u>4,349</u>	<u>(2,265)</u>	<u>2,202</u>

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